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NORTH AMERICA**  
COMPANIES, *Philadelphia*

Insurance Company of North America • Indemnity Insurance Company of North America • Philadelphia Fire and Marine Insurance Company

**THURSDAY, MARCH 22, 1951**



# THE Crum and Forster GROUP



FINANCIAL STATEMENT AS OF DECEMBER 31, 1950

## ASSETS

	UNITED STATES FIRE INS. CO.	NORTH RIVER INS. CO.	WESTCHESTER FIRE INS. CO.	ALLEMANIA FIRE INS. CO.	U.S. BRANCH WESTERN ASSURANCE	U.S. BRANCH BRITISH AMERICA	SOUTHERN FIRE INS. CO.
Cash in Banks & Trust Companies	\$10,035,963	\$ 4,954,825	\$ 6,705,107	\$ 1,717,361	\$ 854,023	\$ 554,032	\$ 845,219
United States Government Bonds	35,762,969	21,292,812	21,265,597	5,263,351	6,213,755	3,250,010	1,745,721
Other Bonds and Stocks	25,666,979	19,560,073	18,619,444	2,769,271	1,028,566	1,114,761	1,610,577
Mortgage Loans on Real Estate	4,600	21,720	171,873	33,647	.....	.....	.....
Real Estate	.....	1,000	37,000	117,683	.....	.....	.....
Premium Balances Receivable (Not over three months due)	4,414,270	2,854,427	2,898,668	582,469	629,038	351,655	422,875
Bills Receivable, Not Due	649,604	236,125	383,533	4,845	50,022	4,252	3,372
Interest Accrued	164,963	75,729	72,811	18,514	12,362	7,551	10,116
Other Assets	1,478,096	437,187	1,076,006	120,761	233,831	51,542	35,696
<b>Total Admitted Assets</b>	<b>\$78,177,444</b>	<b>\$49,433,898</b>	<b>\$51,230,039</b>	<b>\$10,627,902</b>	<b>\$ 9,021,597</b>	<b>\$ 5,333,803</b>	<b>\$ 4,673,576</b>

## LIABILITIES

Reserve for Unearned Premiums	\$30,240,155	\$17,729,980	\$19,237,605	\$ 4,157,074	\$ 3,392,933	\$ 1,871,667	\$ 2,119,101
Reserve for Losses and Loss Expenses	8,548,169	5,577,007	6,472,817	1,056,559	1,271,793	655,648	432,582
Reserve for Taxes and Expenses	2,287,700	1,535,200	1,699,500	301,752	358,400	185,200	128,880
Other Reserves	1,651,024	801,861	949,700	215,143	189,658	87,103	73,146
Capital	2,000,000	2,000,000	2,000,000	1,200,000	†500,000	†500,000	500,000
Net Surplus	33,450,396	21,789,850	20,870,417	3,697,374	3,308,813	2,034,185	1,419,867
Surplus to Policyholders	35,450,396	23,789,850	22,870,417	4,897,374	3,808,813	2,534,185	1,919,867
	<b>\$78,177,444</b>	<b>\$49,433,898</b>	<b>\$51,230,039</b>	<b>\$10,627,902</b>	<b>\$ 9,021,597</b>	<b>\$ 5,333,803</b>	<b>\$ 4,673,576</b>

★Securities in statements include amounts deposited with various states, as required by law, in the following amounts: United States Fire, \$3,819,401; North River, \$2,569,216; Westchester Fire, \$2,248,110; Allemania Fire, \$245,000; Western Assurance, \$680,066; British America, \$678,031; Southern Fire, \$275,724.

†Statutory Deposit.

On the basis of December 31, 1950, Market Quotations for all Bonds and Stocks owned, the Total Admitted Assets and Surplus would be increased by the following amounts: United States Fire, \$509,253; North River, \$323,177; Westchester Fire, \$349,186; Allemania Fire, \$98,916; Western Assurance, \$38,055; British America, \$17,759; Southern Fire, \$48,568.

## CRUM AND FORSTER, Manager

110 WILLIAM STREET, NEW YORK CITY  
WESTERN DEPARTMENT SOUTHERN DEPARTMENT VIRGINIA-CAROLINAS DEPARTMENT PACIFIC DEPARTMENT ALLEGHENY DEPARTMENT  
FREEPORT, ILLINOIS ATLANTA, GEORGIA DURHAM, NORTH CAROLINA SAN FRANCISCO, CALIFORNIA PITTSBURGH, PENNSYLVANIA

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**REPORT BIG ACQUISITION**

**Win Standard of Ind. to Insurance via Deductible**

INDIANAPOLIS—Indiana insurance department for the past two weeks has been receiving filings on the part of individual insurance companies of excess of loss coverage plans. These have been made in behalf of the insurers by Hubert Hickham of the Indianapolis law firm of Barnes, Hickham, Panzer & Boyd. It is an open secret that this is being done to clear the way for the writing of insurance on a \$500,000 deductible basis on the properties of Standard Oil of Indiana for a premium that is reported to be as high as \$750,000.

Assuming that this is true, this would bring another gigantic property that heretofore has been entirely self-insured into the ranks of insurance. The other was University of Chicago which is now insuring its fireproof campus buildings on a deductible basis. It is understood that the Standard Oil of Indiana plan is intended to become effective April 1 and that the broker is C. L. Despard of Despard & Co. of New

York, who has been interested in this matter for several years.

The North America companies were the first to file and to get approval in Indiana. Their filing was approved March 6. The companies that have filed, and whose filings have been approved so far in Indiana are Aetna Fire, American Motorists, Boston, Camden, Centennial, Fire Association, Fireman's Fund, Hardware Dealers Mutual Fire, Home, Indemnity Insurance Co. of North America, Kansas City F. & M., Philadelphia F. & M., St. Paul F. & M., Union of Canton, and Union Mutual.

It is understood that similar filings have been approved in other states. The filings are for a deductible of not less than \$100,000.

Standard of Indiana, it is understood, has values exceeding \$300 million at Whiting, Ind., alone and, of course, it has values running into the hundreds of millions elsewhere.

**Iowa Department Clarifies Stand on Installment Plan**

DES MOINES—The Iowa department has issued a new ruling on annual renewal and installment premium payment plans intended as a clarification of the department's 1947 ruling.

The new ruling was issued due to reports received by the department that many agents are attaching an installment premium endorsement to policies covering risks which are not eligible to reduced term multiples.

The ruling points out that the Iowa department has approved an endorsement providing for installment premium payments on classes of risks eligible to reduced term multiples as shown in the Iowa rule books of one full annual premium payment in advance and four subsequent payments of 80% of the annual premium in the case of five-year policies; or two subsequent payments of 78% of the annual premium in the case of three-year policies. Policies for other terms may be computed on approximately the same basis.

The department states it will not approve a renewal endorsement for attachment to a one-year policy providing for a reduced renewal premium unless the endorsement is attached to all one-year policies eligible to reduced term multiples.

"Otherwise discrimination arises between one-year policy-holders," the department ruling states. "If a renewal endorsement is attached to all one-year policies the renewal premium shall not be less than that indicated above. No variation of the foregoing plans may be used by a company unless first approved by the insurance commissioner. A premium reserve on a term policy need be maintained only on premiums actually collected, except that a reserve shall always be maintained on the premium for the current year for which the policy is in force whether collected or not."

**Resign from M.L.S.O.**

The fire companies in the Royal-Liverpool group have filed notice of intention to withdraw from Multiple Location Service Office.

**Prospects Clouded as Hail Writing Season Commences**

A school of instruction for hail adjusters is to be held at Oklahoma City April 6-7 and there will be one at Omaha May 3-4. These are under the jurisdiction of Western Hail & Adjustment Assn. and C. F. Laude of Chicago, manager of the Rain & Hail Insurance Bureau, is chairman of the committee in charge.

The hail-writing season is just barely getting under way. The prospects are clouded. There are some dismal reports in the southwest wheat country of Texas, Oklahoma, New Mexico, western Kansas and eastern Colorado with some lugubrious reports concerning the aphid, green bug and drought. However, some crop observers discount these reports considerably. The southwest turned in a very poor performance last year.

The next area to come into prominence in the hail-writing season will be the southern tobacco belt. Georgia and Florida have been very dry, hence the prospects there are not regarded as too optimistic just now.

There have been rate changes in a number of states including New Mexico and Texas. In Iowa there has been a complete revision with the trend being downward, although there are some increases. Changes are expected in the Dakotas and Minnesota, although state approval has not yet been given. There are no changes in Nebraska, Colorado, Kansas and Oklahoma.

**Myers Retires; Innis Junior to Higher Kansas City Post**

Ralph B. Innis, Jr., has been elected executive vice-president of the Innis Corp. of Kansas City and deputy manager of the mid-continent department of Switzerland General.

Mendell Myers, the former deputy manager, has retired because of a serious illness. He had been with the organization 20 years.

Mr. Innis, Jr., graduated at Colorado School of Mines and then was in the army. He went with Switzerland General and Innis Corp. last year.

**E.C. Results in All Their Nakedness Set Forth in N. J.**

The story of the eastern storm of Nov. 25 can be no more sharply told than in the extended coverage experience figures for New Jersey for 1950, which are of the read 'em and weep variety and are set forth herewith in all their nakedness.

The premiums given here total \$8,044,903 and the losses are \$40,858,517 or a ratio of better than 500%.

**NEW JERSEY COMPANIES**

Company	Direct Writings	Net Losses Incurred
American	300,922	1,782,101
Camden	212,273	494,263
Cathay	16,348	58,795
Citizens	4,229	—
Federal	84,964	292,402
Firemen's	459,748	2,654,280
Industrial	43,813	141,460
Newark	116,297	821,475
New Jersey Mfrs. Ass'n.	34,785	68,612
Standard	4,159	25,866
Universal	59,266	391,708
	209	—

**COMPANIES OF OTHER STATES**

Abington Mutual	581	—
Aetna Fire	135,562	799,542
Affiliated F. M.	1,447	550
Agricultural	24,603	99,920
Albany	5,079	11,905
Allemania	4,206	58,140
Allied Am. Mutual	7,570	30,603
Allied	4,187	11,012
Am. Alliance	19,293	54,607
American Eagle	73,619	348,786
Am. & Foreign	9,843	78,371
Am. Avl. & Gen.	40,631	101,565
Am. Central	21,618	126,456
Am. Drugists'	3,573	17,125
Am. Equitable	193,757	696,764
Am. Fire, Tex.	—41	4,631
Am. Home	4,655	16,798
Am. National	11,899	35,932
Am. Reserve	—	53,410
Am. Union	16,610	110,334
Assurance of Am.	34,528	117,502
Atlantic Mutual	19,381	16,210
Automobile	126,206	691,840
Bankers & Shippers	20,350	136,968
Berkshire Mut.	6,402	5,095
Birmingham, Pa.	1,257	1,497
Boston	33,676	263,030
Bucks Co. Cont.	464	—
Buffalo	16,280	136,262
Caledonian-Am.	1,296	42,143
California	4,642	39,009
Cambridge Mut.	—	1,295
Carolina Mut.	512	344
Centennial	17,120	49,363
Central Mfrs.	18,216	69,137
Charter Oak	6,193	10,823
Christiana Gen.	—	37,661
Church	8,479	2,451
Colonial	—13	7,596
Columbia, Ohio	36,335	337,100
Columbia, N. York	21,675	94,781
Commerce	21,942	112,213
Commercial Union	11,023	40,931
Commonwealth	19,628	77,370
Concordia	25,682	191,751
Connecticut	27,372	158,635
Continental	211,056	1,032,466

(CONTINUED ON PAGE 12)

**Clevelanders Vote to Fight Federal Anti-Trust Action**

**Cost May Be \$100,000; Resolution Gives Full Support to Officers**

CLEVELAND—The membership of the Cleveland Board at a special meeting Friday gave the go ahead signal to the officers and trustees to defend the anti-trust suit action against the board that was brought by the Department of Justice. There was no hint of a surrender. The members voted to subject themselves to assessment to finance the litigation. Estimates of what the defense might cost run as high as \$100,000. Neither side would be likely to quit short of the U. S. Supreme Court.

In the resolution the members voice the belief that the trustees and officers have taken every reasonable measure to insure the legality and validity of the rules and regulations governing the conduct of the members. Commendation is voted of the acts of the trustees and officers in the performance of their duties and "as an expression of its full and complete confidence in their conduct," the members instruct the trustees and officers to defend the suit vigorously. "To this end we pledge our financial support to this defense and authorize the trustees to levy special defense fund assessments commencing as of March 1, and continuing for such a period as may be required in the judgment of the trustees and officers then in office to defend the litigation."

**Mich. Convention Dates Conflict with N.A.I.A.**

The annual meeting of Michigan Assn. of Insurance Agents is scheduled for the Grand hotel at Mackinac Island, Sept. 10-13. This conflicts with the dates of the annual convention of National Assn. of Insurance Agents, but the Michigan date was arranged for a year ago before N.A.I.A. was compelled to accept an unseasonably early date.



**CLEVELAND LEADERS AT MEMPHIS N.A.I.A. GATHERING:**  
Hugh Dawson, J. H. Bishop, Jr., secretary of Cleveland Board, C. A. Collier, E. B. Berkeley, and John W. Frazier.



## Still Margin on P.H.D. but Losses Gradually Climb

NEW YORK — With automobile casualty experience steadily worsening, the fact that there is some margin left in the physical damage field continues to be the one bright note in the automobile business. However, the margin in physical damage coverage is shrinking.

Beginning last fall, the loss ratio on the fire side steadily has risen, not altogether because of seasonal factors, though a bad winter, particularly ice and snow in the midwest and the Nov. 25 windstorm in the east had their effect. In some instances there was a 10 point difference in the ratio of incurred losses to earned premiums from the first quarter of 1950 to the last quarter, and for many companies January reflected an even larger rise. February tapered off and resembled more the last quarter of 1950, between 45 and 55%.

### Parts Becoming Scarce

The non-seasonal factor in the cost rise is of course the result of inflation and war restrictions on use of materials by the automobile industry. Parts are becoming scarce and repair bills higher. In the repair bill is reflected some rise in labor charges. It is already difficult to lay hands on grilles for replacement purposes. One company reported that about 20% of its automobile losses from the November, 1950, storm are still incomplete because additional information is needed or it has been impossible to locate needed parts or materials.

The automobile people are giving serious consideration to what can be done with respect to the black market factor in loss adjustments in the days ahead. So far there has not been an appreciable amount of this, but as time goes on it is expected to increase. The only real relief in sight is that as the automobile situation gets serious there is very likely to be gasoline rationing which would produce a corresponding improvement in loss experience.

One loss man ran into a black market experience in connection with the theft of a new car. Insured paid \$1,500 above the new sale price to get it and get it at once. What he did was to "purchase" a \$1,600 car of the same make, a couple of years old, for \$3,100 and traded it in on the new car at a figure of \$1,600. He didn't even see the second-hand car that figured in the transaction. The new car was stolen but fortunately was quickly recovered in good condition so that the question of his recovering the new sale price plus \$1,500 did not arise.

### Effect Felt in Used Cars

In the last war most companies took the position that when there was a total loss of a new car, they would not pay more than the new price, even if insured could not get a new car for that money. The big problem was not new cars but used cars, practically all of which were written on an actual cash value basis. Here and on automobile parts was where the big increase came as a result of black market.

The used car market is going up, for the first time to any degree since last summer when it flopped. This is in response to restrictions on automobile manufacture, plus a seasonal upsurge in demand in the spring.

## Va. Rate Hearing Continued

RICHMOND — Virginia corporation commission has continued to April 9 a hearing on a request of Virginia Insurance Rating Bureau to increase fire insurance rates. Main objectors to the increase are moving picture theater operators.

The bureau is asking increases of about 25% on these theaters, churches, peanut factories, old tobacco warehouses and certain fertilizer plants.

## Marine War Risk Unit to Aid U. S. Nears Perfection

American Institute of Marine Underwriters has been requested by Vice Admiral E. L. Cochrane, head of the Maritime Administration, U. S. Department of Commerce, to form an organization of domestic marine insurance companies to act as underwriting agent for the government in providing marine war risk insurance, in the event that such insurance is not available on reasonable terms in the American market. In anticipation of such request the marine people held a gathering at New York a month ago.

This action is in accordance with the law providing that the Secretary of Commerce, or the Maritime Administrator acting for him, may, whenever he finds it practicable to do so, employ domestic insurers to act as his underwriting agents. Such companies must be authorized to conduct marine insurance business in any state.

The organization would act as agent for government underwritten war risk hull insurance, and as a clearing organization for war risk cargo insurance.

Admiral Cochrane said that any qualified company may join the organization and expressed the hope that all interested companies would do so, thus keeping to a minimum the number of separate underwriting agents. Should any domestic company apply directly to the administrator for appointment as underwriting agent, it will be expected to have the same qualifications as to underwriting and claims settlement departments as the new organization, and if appointed would be required to report to the administrator through the new organization.

### Many Facilities Needed

The new organization is expected to have an underwriting staff fully equipped and competent to issue policies in accordance with the instructions of the administrator. It would also have a completely equipped and experienced loss department capable of processing all types of losses and claims and with contacts throughout the world for the proper handling of any casualty which may occur.

The new organization will also act as a clearing organization through which all underwriting agents, both for hull and cargo, will report to the administrator all policies issued, premiums collected and claims processed.

Everything is practically ready for announcing organization of a marine underwriters group in this connection, with the government's war risk program. W. S. Ogden, chief of the maritime administration insurance division, was in New York the other day for conferences on this project.

Following somewhat along lines of the last war Secretary of Commerce Sawyer has established a National Shipping Authority to take over the operating end of the government's merchant marine fleet and "provide for the most effective use of the American merchant marine in the present emergency."

NSA, regarded as virtually successor to the war shipping administration, is set up in the maritime administration under a director responsible to Admiral Cochrane.

## Prefers Temporary Status

The name of Bernard R. Stone, Nebraska insurance director, was removed at his request from Gov. Peterson's list of reappointments. Mr. Stone said he preferred to stay on a temporary basis and has no plan of accepting another position at any particular time, although he will probably stay in the state job at least until June when National Assn. of Insurance Commissioners will hold its annual meeting.



At public relations luncheon during Memphis N.A.I.A. meeting: Richard Farrer, secretary National Fire, speaker; John J. O'Toole of St. Louis, chairman of fire safety committee of N.A.I.A., and William R. Dunham, St. Louis, state director Missouri Assn. of Insurance Agents.

## Topics for Zone 3 Meeting Given

Zone 3 of National Assn. of Insurance Commissioners, at its convention at New Orleans will have an open session April 10. In the morning consideration will be given to package policies, fire legal liability and experience and schedule rating.

In the afternoon the subjects are: Should policy fees be abolished? Unauthorized insurance and agents' qualification laws.

Commissioners and their staffs will be in executive session April 11 and meetings are at the Roosevelt hotel. A fishing trip is being arranged through the Louisiana conservation department.

## W. J. Sonnen Takes Over as Dean of Blue Goose

The death recently of William T. Benallack, retired secretary of Michigan F. & M., elevates William J. Sonnen, retired Chicago manager of St. Paul F. & M., to the distinction of being the oldest living past most loyal grand gander of Blue Goose. Mr. Benallack was most loyal grand gander in 1912, and Mr. Sonnen held that position in 1919.

Following Mr. Sonnen, the next living past most loyal grand gander is John F. Stafford, retired western manager of Sun.

Both Mr. Sonnen and Mr. Stafford are from Illinois. Mr. Stafford was most loyal grand gander in 1924, and in 1925, the honors went to W. E. Mallalieu, who retired only last year as general manager of the National Board.

Mr. Sonnen is now 89 years old, but he still keeps up his interest in field activities. He is secretary of the Life Members Society of Fire Underwriters Assn. of the Northwest, and although his health now confines him to his home at 2614 Harrison street, Evanston, and much of the active work is done by Dan J. Harrigan, state agent of St. Paul in Illinois, he retains an undiminished interest in the association affairs.

During his years in the field, Mr. Sonnen served as president of the Illinois Board of Fire Underwriters, and most loyal grand gander of Illinois Blue Goose. His insurance career dates back to 1877 when he went with St. Paul F. & M. as a junior clerk. Ten years later he was made chief office clerk, and in 1900 he became Illinois and Iowa special agent. Later he was state agent for Illinois, and then became manager of the improved risk department, and finally Chicago manager. He retired in 1936.

## N.A.U.A. Annual May 23

National Automobile Underwriters Assn. will hold its annual meeting May 23 at New York City.

## 800 Attend Harrington Dinner

About 800 turned out for the testimonial dinner for C. F. J. Harrington, on whom the political axe descended after 13 years as Massachusetts insurance commissioner and who has now become a member of Passe Club International. Franklin J. Connors of Kaler, Carney, Liffler Co., was general chairman and Arthur D. Cronin of the same organization was toastmaster. The group presented a bond to Mr. Harrington.

Speakers included Robert E. Dineen, former New York superintendent and now vice-president of Northwestern Mutual Life, who characterized Mr. Harrington as "the most honorable public servant we have ever known." Paul Clark, president of John Hancock Mutual Life declared that Mr. Harrington had shaped for the better, the course of insurance affairs during a critical period. S. Bruce Black, president of Liberty Mutual, declared that Mr. Harrington was almost entirely responsible for the spread of multiple line underwriting. Donald C. Bowersock, president of Boston, said Mr. Harrington has the courage of his convictions. Joseph A. Scolpenetti, Boston politician, lawyer and labor leader, urged insurance leaders to establish a place in the business for Mr. Harrington consistent with his talents and experience.

## Multiple Line Issues on N.A.I.C. Committee Agenda

Stone of Nebraska, chairman of the N.A.I.C. committee on rates and rating organizations, has called a meeting of the committee on April 3-4, at the New York department New York City office.

The agenda will include the amended Escott plan for rating of multiple location risks; the Herd plan for rating of multiple location risks submitted by the so-called minority companies; report of the subcommittee to consider methods for expense studies of multiple location risks as distinguished from single location risks; report from industry on progress made with respect to multiple line filings and cooperation between rating organizations to facilitate the handling of multiple line coverages; expense by size of risk in liability lines; suggested amendments to statistical plans for water damage, sprinkler leakage, riot, civil commotion and similar coverages.

## Women Meet at Madison

National Assn. of Insurance Women held a regional convention at Madison. Local arrangements were in charge of Maida Dunn, regional director, and Gladys Barth, Madison president. Madison women were hosts at a pre-convention party.

A business session on the opening day was followed by a round table discussion of current problems. Paul Stewart, Mutual Life, Madison, spoke on "The I in Insurance." Also on the program was C. B. Stumpf, Illinois Mutual Casualty, Madison, past president of International Assn. of A. & H. Underwriters.



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## CONFIDENCE - -

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### FIREMEN'S INSURANCE COMPANY OF NEWARK, NEW JERSEY

The Girard Fire & Marine Insurance Company  
National-Ben Franklin Fire Insurance Company  
The Concordia Fire Insurance Co. of Milwaukee  
Milwaukee Mechanics' Insurance Company

Pittsburgh Underwriters • Keystone Underwriters  
Royal General Ins. Co. of Canada  
The Metropolitan Casualty Ins. Co. of N. Y.  
Commercial Casualty Insurance Company

#### Home Office: TEN PARK PLACE, NEWARK 1, NEW JERSEY

Western Department: 120 South LaSalle Street, Chicago 3, Ill.

Pacific Department: 220 Bush Street, San Francisco 6, Calif.

Southwestern Department: 912 Commerce St., Dallas 2, Tex.

Foreign Departments: 102 Maiden Lane, New York 5, New York  
206 Sansome St., San Francisco 4, Calif.

Canadian Departments: 465 Bay Street, Toronto 2, Ontario  
535 Homer Street, Vancouver, B. C.

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*Loyalty Group*  
INSURANCE

## Day Continues to Track Down the Spooks

Insurance Director Day of Illinois has filed suit in the circuit court at Chicago to take over the remaining assets of London, Amsterdam & Zurich Assurance Group. Previously he had revoked the agent and broker licenses of Stanley H. Nylen of Chicago.

Mr. Day said \$4½ million in face amount of fire and casualty risks in Chicago were written by this concern which had only \$5,000 of assets.

A sham cable address for this name was set up in Amsterdam, Holland, as part of false representations to customers that they were dealing with an established foreign concern with resources of well over \$1 million, Mr. Day said. A Chicago law firm allowed itself to be used as a front for this deception, he declared.

"Despite prompt action by the department in shutting off the placing of business with this company only a few months after it started, there are thousands of dollars of unpaid loss claims and a large part of the premiums col-

lected are mysteriously missing," Mr. Day said.

The principal participant in this scheme, Mr. Day alleges, next organized an Illinois insurance company in another man's name and diverted a large part of its funds for his personal use. He has been active in the management of at least one other Illinois insurance company.

The Zurich General Liability has been subjected to considerable annoyance by the operations of this London-Amsterdam-Zurich sham company. Prior to the time the Illinois insurance department took after this thing there were all kinds of inquiries concerning London-Amsterdam-Zurich and many of these were relayed to the Zurich General. Some of the inquiries were insistent that the U. S. head office of Zurich cable Zurich, Switzerland, to see if they could find any footprints of London-Amsterdam-Zurich over there. Needless to say, the Zurich General people couldn't find hide nor hair of such a thing. Now that there is newspaper and radio publicity concerning the demise of this short-lived spook, some of those with only a vague familiarity with the insurance world are becoming mixed up, and all in all, the Zurich General management, it is believed, will be relieved when this spook is forgotten.

## Pierce Reports F.I.A. Camden Fire Sets Premiums at Record New Records

Premiums written by Factory Insurance Association in 1950 were the largest in history, and the amount of insurance in force is also at a new high, Curtis W. Pierce, retiring president, stated in his report at the annual meeting Wednesday at New York. Mr. Pierce's report covered the seven-year period in which he has been at the helm of F.I.A.

Since the consolidation of F.I.A., premiums have increased and indicate a conservative growth, he added. There has been a statutory underwriting gain before taxes and company overhead to the members individually every year since consolidation.

Several changes in the constitution were voted at the meeting, including the creation of an executive committee to carry out the functions heretofore done by the board. The titles of president and vice-president were abolished and positions of general manager and assistant general manager were substituted, with a manager in charge of each regional office. These were made primarily in order that F.I.A. might have an administrative pattern similar to that of other stock fire company organizations.

### Salute to Pierce

H. W. Miller, U. S. manager of Commercial Union, was elected secretary, and Gilbert Kingan, U. S. manager of London & Lancashire, was elected treasurer. New member companies of the executive committee are Continental, Great American and National Fire.

Mr. Pierce was guest of honor at a testimonial dinner in the evening at the Waldorf Astoria hotel. On hand were representatives from F.I.A. member companies, inspection and rating bureaus and other related organizations. Tribute was paid Mr. Pierce in recognition of his attainments during his 50 years in the fire insurance business. He was presented a suitable gift.

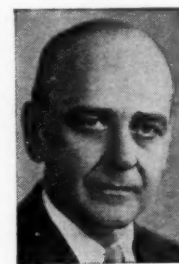
### Libel Action Brought Against Former Employers

HARTFORD—Mitchell L. Ross of Upper Darby, Pa., formerly of this city, asks \$535,000 damages in a libel action filed in federal court at Philadelphia against Fire & Casualty and Resolute Fire. Ross says he resigned last July 31 as secretary of Fire & Casualty, and had served nine months until Jan. 31, 1948, as vice-president in charge of underwriting for Resolute.

His suit contends he was "falsely, maliciously and knowingly libeled" by the two companies. Ross says statements made by them prevented him from obtaining contracts with other companies, and thus deprived him of his means of livelihood.

He asks \$250,000 damages from "both or either company," plus \$250,000 damages from Fire & Casualty, plus \$35,000 in commissions from Fire & Casualty. The trial date has not yet been set.

Camden Fire in its new statement reports an all-time high mark in assets



Harry Truscott

policyholders' surplus, premium reserve and investment earnings. Assets are now \$30,265,510, an increase of 8½%, and net surplus \$7,323,838, an increase of 11.91%. Capital is \$2½ million and reserve for contingencies remains at \$1 million. President Barry Truscott estimates that the total of losses and adjustment expenses of Camden Fire in the Nov. 25 storm will exceed \$1 million, but he emphasized that the company took this catastrophe completely in stride without drawing upon its \$1 million voluntary contingency reserve and coincidentally adding \$800,000 to surplus.

The fire loss and loss expense ratio was 38.6 to written and 42.4 to earned premiums; the automobile loss ratio was 50.8 which was an increase of nearly 6 points; ocean marine 51.4, inland marine 52.2, hail on crops 56.1, aviation 49.2, while E.C. and windstorm exceeded 100%. The total loss ratio on all classes including cost of adjustment was 51.7 to premiums written, an increase of 9.7 points. On an earned premium basis the ratio was 56.4 or a 12.3 point rise. The expense ratio other than federal income tax was 41.3 to written premium.

On a statutory basis there was an underwriting loss of \$198,373 or 1.41% of written premiums.

### Milwaukee Insurance Day Program Is Announced

MILWAUKEE—Milwaukee Board of Underwriters is sponsoring its second annual Milwaukee Insurance Day at Hotel Schroeder, April 19. The program as announced opens with a film, "Telephone Technique," supplied by Wisconsin Telephone Co.; a talk on "Private Insurance vs. Blue Cross" by Ray MacArthur, agent of Time; "Inland Marine" by Matt P. Zendzian of Benj. M. Weil Co., and "General Cover" by L. C. Sylvester, Special Risk Agency, Chicago. Following the luncheon, Pat M. Gahagen of Milwaukee will discuss "Business Interruption Insurance," and Ken Kirchen, Fidelity & Casualty, will speak on "Products Liability and Completed Operation." A round table discussion on casualty insurance will complete the program.

### Herndon at Pittsburgh

Maurice G. Herndon, N.A.I.A. Washington representative, is to be the speaker at the luncheon meeting of Insurance Club of Pittsburgh March 26. "Pandora's Box" is his topic.

# 3 out of 4



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LONDON GUARANTEE & ACCIDENT CO., Ltd.  
PHOENIX INDEMNITY COMPANY



Luncheon table group at Memphis N.A.I.A. meeting: Arthur O'Connell, Cincinnati, retiring chairman of Midwestern Conference; T. K. Robinson of Memphis, new secretary of group, and Richard Farrer, secretary National Fire.





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MEMBER THE ASSOCIATED AVIATION UNDERWRITERS

## Tennessee Renews Policies, Starts "Self-Insurance" Fund

NASHVILLE—The Tennessee legislature, which has ended its current session, provided sufficient funds in its general appropriation bill for renewal of premiums on all present policy schedules, but in an unexplained additional appropriation provided \$500,000 "set aside to replace any state building which might be destroyed by fire, lightning, windstorm." It is believed probable that part or all of this may be used to cover uninsured losses that have recently occurred. Complete failure of a "self-insurance" setup at Knoxville has been admitted and the two

incidents are being connected by many. The same appropriation provided \$100,000 for enforcement of the auto financial responsibility law, amended to permit revocation of driver's license as well as auto license and requiring additional reports, which is being transferred from the state finance to the state safety department.

### Ask W. Va. Premium Tax Hike

The West Virginia house has amended a tax measure to raise the levy on insurance premiums from 2% to 3%. The extra money would go for relief needs. The bill, not yet considered by the senate, comes up for a house vote this week.

The agent who was

## ROLLING IN MONEY



The prosperous agents that we know don't roll in their money. They're too busy making calls and converting calls into commissions. To put it another way, the secret formula for successful insurance selling is HARD WORK.

That's why it's so important for the company not to burden the agent with time-consuming requests for information or other annoying communications. In addition, the hard working agent has a right to expect prompt service, avoidance of technicalities, reliable underwriters' advice, and most important, conformity to today's needs rather than yesterday's precedents.

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## Illinois Draws Up Rules to Clarify Deviation Procedure

Insurance Director Day of Illinois has made effective a regulation implementing the article of the insurance code permitting fire insurance rate deviations. This regulation is a compound of department ideas and suggestions elicited from the business by an earlier questionnaire. It is designed to clarify, among other things, the situation arising when a new rating bureau filing has been approved which materially affects an existing deviation. The new rules permit the deviating company to use the former deviation as approved for the remainder of the term, to employ a similar deviation based upon the revised filing or to use the revised rating bureau filing without a deviation. If the company desires a similar deviation based upon the revised filing, rejustification may be required upon the initiative of the department or request of the rating bureau. The term of approval after rejustification is limited to one year from the date of permission unless terminated sooner with the approval of the director.

According to the regulation, if the deviation is based on the loss portion of the rate, the statement of the applicant's premiums, both written and earned and losses paid and incurred must be presented. If the deviation is based on the expense portion, a statement of the applicant's expenses involved and savings incurred must be presented. If the deviation is based on both losses and expenses, data in both categories is called for. If the deviation is predicated either in part or in whole upon prospective expenses or losses, the applicant must show the proposed and estimated methods or systems upon which the deviation is to be justified.

### Permitted in Several Categories

The Illinois regulation permits a deviation to be based upon the class rates, schedules, rating plans or rules for kinds of insurance, for classes of risks within a kind of insurance and for the division of a class within a kind of insurance or any combination of these categories. The material submitted in support of the deviation must pertain to the classification on which the deviation is based.

It is stated that experience submitted in support of the deviation shall cover separately not less than each of the past five years for which information is available and shall include a consolidated experience exhibit. This information must be shown on a nationwide basis and for the territory of the rating bureau involved and, when applicable, to zones within the jurisdiction of the rating bureau.

The department will take into consideration an exhibit of the total business of the company in final determinations.



Huddle at N.A.I.A. midwestern conference—M. P. Zendzian of Milwaukee; Victor Hexter of Memphis and David J. Jamieson of Covington, the first man to gain C.P.C.U. rank in Tennessee.

## North America Stock Split Is Approved

Stockholders of North America, in a special meeting Wednesday voted approval of the proposal to split the stock two for one reducing the par value from \$10 a share to \$5. The authorized capital remains \$30 million.

In his report to the stockholders John A. Diemand, president, said that the 1950 net operating income was the second largest in history and that new high marks were achieved in assets, surplus and premiums.

"Premiums of the fire and marine companies were off at the end of September," Mr. Diemand said, "but after that month there was a marked acceleration in volume. This would seem to presage a rising volume in 1951 in view of the mounting industrial activity, and in increase in insurance values due to inflationary forces brought about by international complications."

"Rate levels are now lower than in previous years, which fact will make underwriting profits a difficult problem for management."

### Effect of Eastern Hurricane

The eastern seaboard hurricane of Nov. 24, bringing with it the largest insurable property loss since the San Francisco fire of 1906, materially altered prospective earnings for the year. Claims reported to all departments of North America companies exceeded \$7,700,000 on Dec. 31, and reserves of \$1,600,000 were established for losses to be reported later. Well over \$3 million in recoveries under reinsurance contracts will be made. Also, substantial savings can reasonably be expected in the settlement of claims when the actual damages have been ascertained and measured against the original amount of loss reported.

### Underwriting Profit Shown

The fire and marine companies showed an underwriting profit of \$7,341,000 and Indemnity of North America \$1,105,122, or a total underwriting profit of \$8,446,122.

The investment income of the companies amounted to \$15,162,704, as compared to \$12,193,908 in 1949—an increase of \$2,968,796.

The total operating income before federal taxes amounted to \$23,608,826, and, after deducting federal income tax, there remained net operating income of \$18,075,270, as compared with \$21,703,819 in 1949.

### Assets Show Good Gain

The assets of the group were \$444,459,634, an increase of \$57,465,148. Policyholders surplus stood at \$197,126,053, an increase of \$34,081,825.

Due to a lack of uniformity in the insurance laws, the item of non-admitted reinsurance (i.e. unearned premiums and losses recoverable on reinsurance placed with companies not licensed or qualified to do business in the state) is treated in some as a liability and in others becomes a part of surplus. Pennsylvania law requires that non-admitted reinsurance be treated as a liability. Under the laws of a number of important states it is not so treated. Thus, the surplus of the North America companies would be increased by \$6,320,131 if the statements of the three companies were prepared and submitted in compliance with the laws of any one of the states which do not require this non-admitted reinsurance to be treated as a liability.

## Inland Adjust Well

Adjustment of a new... of a new... chapters, exhaustive field deals with forms, vic forms, kinds of inland chapters, garment motor c transpor scription in adjust dures w meeting from h forms.

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### A Must

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Mr. speak experi wareh of the Virgin York ate. his ow ager In tional claims few i of tr after



## Inland Marine Adjusting Text Well Received

Adjusting Practices—Inland Marine & Transportation Insurance is the title of a new 581 page book written by William M. Mortimer, New York. In 48 chapters, Mr. Mortimer has explored exhaustively every phase of adjusting in the field of inland marine. Each chapter deals with one of the inland marine forms, with some related series of special forms or with the problems of specific kinds of business making much use of inland marine insurance. Special chapters deal with textile processors, garment contractors, express service, motor carriers, water carriers, air truck transportation, railroads. Detailed descriptions cover the steps to be taken in adjusting losses and in the procedures which have proved successful in meeting many difficult problems arising from handling many inland marine forms.

Mr. Mortimer has supplied a 13 page table of contents which along with a nine page fine print index enables the user to turn quickly to the discussion of any inland marine topic upon which he may desire information. The book is filled with a wealth of practical suggestions and guideposts, making it without question, one of the great contributions toward understanding this rapidly growing premium volume line.

### A Must for Adjusters

This book will be on the must list for every adjuster or underwriter who wants to perfect himself in handling company problems of inland marine and in providing the best kind of customer cover and service. Although the book is written primarily for adjusters, the producer will find on page after page ideas useful in soliciting his business, in safeguarding the customer's insurable risks and in protecting himself against misunderstandings and difficulties which may arise because a form was not carefully explained and presented at the time of sale. For example, an agent cannot solicit intelligently unless he knows who is a bailee or unless he knows whether a truckman comes under the classification of a common carrier. Help in determining these and hundreds of other selling requirements are in the pages of this book.

Many points, which an adjuster must clear up after the loss has occurred, might well be cleared up to far greater advantage by the producer before the business is written. Thus the producer should be able to provide his customer with a correctly written cover, be able to tell the customer about the warranties in some of the contracts and their importance to the buyer, how to explain to the buyer what cannot be covered, how to make his way through the ramifications for bailees when collectors, processors, sub-processors and maybe even sub-sub-processors become involved. Sometimes the producer may be doubtful about what policy form to use. Mr. Mortimer's book can be of great service to the producer also in working with the buyer intelligently to maintain his own prestige and the good will of the customer at the time of loss settlement.

Mr. Mortimer is well qualified to speak authoritatively. His first business experience was in transportation and warehousing. He was traffic manager of the Coal & Coke Railroad of West Virginia and later treasurer of the New York Dock Co. and its railroad affiliate. After these positions he formed his own company to provide traffic manager service to various corporations.

In 1920, Mr. Mortimer added an additional service to handle subrogation claims against carriers for one of the few insurers at that time in the business of transportation insurance. Shortly after 1920 the inland marine business

began to develop in the United States. Prior to that time much of the all risk coverage on jewelry, furs and fine arts was principally written by Lloyds of London. Mr. Mortimer was one of the first adjusters to give his entire efforts to inland marine. He has continued to specialize in it. He now has 22 adjusters in his office. His first book written in 1934 is still looked upon as one of the best aids in the field.

The new book is published by the Transportation Service Co., 111½ John street, New York 38, N. Y. It sells for \$7.50 plus the 2% New York sales tax. For residents of New York City.

## Feb. Fire Losses Up 18% to \$69,136,000

February fire losses are estimated at \$69,136,000 by the National Board, an increase of 18.5% over the same month last year. The January total was \$68,686,000.

For the 12 months ended Feb. 28, fire losses totaled an estimated \$709,119,000, an increase of \$44,770,000 or 7% over the 12 months ended Feb. 28, 1950.

## Atlantic Mutual Assets, Surplus, Premiums at Peak

New highs were recorded by Atlantic Mutual and Centennial combined in respect of written premiums, policyholders' surplus and assets at Dec. 31, 1950. Premiums amounted to \$20,739,000, an increase of 12%; assets were \$48,381,000, increase 17% and surplus \$16,676,000, increase 9%.

Despite the windstorm losses, the loss ratio, claim adjustment expense, was 45.46 as against 48.46 the previous year. Combined loss, expense ratio was 89.69.

# ★ SECURITY ★ STRENGTH ★ SERVICE

### UNITED STATES RESOURCES AS OF DECEMBER 31, 1950

Year Estab- lished		Securities Deposited As Required By Law	†Total Admitted Assets	Liabilities	Capital	SURPLUS TO POLICYHOLDERS (Includes Capital)	
						Annual Statement Basis	Market Quotation Dec. 31, 1950
1896	American & Foreign Ins. Co.	\$ 265,061	\$16,560,313	\$ 9,524,926	\$1,500,000	\$ 7,035,387	\$ 6,966,673
1863	The British & Foreign Marine Ins. Co. Ltd.*	926,930	9,819,659	5,161,586	500,000	4,658,073	4,566,181
1911	Globe Indemnity Co.	839,333	77,542,994	51,830,285	2,500,000	25,712,709	25,217,373
1836	The Liverpool & London & Globe Ins. Co. Ltd.*	723,236	35,916,041	22,244,648	500,000	13,671,393	13,338,147
1811	Newark Insurance Co.	782,952	21,311,452	12,575,453	2,000,000	8,735,999	8,658,581
1891	Queen Insurance Co. of America	405,525	54,195,736	32,222,145	5,000,000	21,973,591	21,614,293
1910	Royal Indemnity Co.	1,691,155	83,854,773	56,525,450	2,500,000	27,329,323	26,786,961
1845	Royal Insurance Co., Ltd.*	669,265	42,979,131	27,428,676	500,000	15,550,455	15,202,394
1896	Star Ins. Co. of America	265,628	18,119,302	10,316,301	1,000,000	7,803,001	7,658,140
1860	Thames & Mersey Marine Ins. Co. Ltd.*	665,096	5,822,714	2,881,500	500,000	2,941,214	2,882,917
1832	Virginia Fire & Marine Insurance Co.	294,400	5,995,161	3,500,891	1,000,000	2,494,270	2,504,401

†Includes Securities Deposited as required by law.

\*United States Branch. The amount shown under "Capital" is the statutory deposit required to transact business in the U.S.A.



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in the United States

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# ROYAL ~ LIVERPOOL INSURANCE GROUP

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**ATLANTIC INSURANCE COMPANY**



## NORTHEASTERN INSURANCE COMPANY of Hartford

Year Ending December 31, 1950  
STATEMENT OF ASSETS AND LIABILITIES

ASSETS		
Cash		\$ 637,455.75
Bonds:		
U. S. Government	\$7,172,980.86	
Canadian Government	501,875.03	
State and Municipal	291,885.75	
Railroad	213,655.52	
Public Utility	241,947.96	
Industrial and Miscellaneous	431,536.02	8,853,881.14
Preferred Stocks:		
Public Utilities	\$ 104,484.00	
Industrial and Miscellaneous	336,985.00	441,469.00
Common Stocks:		
Railroad	\$ 187,300.00	
Public Utilities	329,900.00	
Banks	150,809.00	
Insurance Companies	270,350.00	
Industrial and Miscellaneous	282,400.00	1,220,759.00
Reserve Funds Held by Companies	27,219.69	
Balances Due from Companies	465,947.40	
Accrued Interest	26,294.67	
<b>TOTAL ASSETS</b>		<b>\$11,673,026.65</b>
LIABILITIES		
Reserve for Unearned Premiums	\$ 6,590,644.33	
Reserve for Outstanding Losses	2,155,455.34	
Reserve for Bodily Injury Losses—Additional	41,010.55	
Reserve for Income Taxes and Other Taxes	74,914.99	
Reserve for all other Liabilities	262,283.15	
Capital Stock	\$1,000,000.00	
Surplus	1,548,718.29	
Surplus as Regards Treaty Companies	2,548,718.29	
<b>TOTAL</b>		<b>\$11,673,026.65</b>

Security valuations are on the basis as prescribed by the National Convention of Insurance Commissioners. On the basis of December 31st, 1950 actual market values, surplus would be decreased by \$45,429.64 to \$1,503,288.65. Bonds deposited for purposes required by law are carried at \$464,763.22.

FIGURES AS FILED WITH THE INSURANCE DEPARTMENT OF THE STATE OF CONNECTICUT

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**George Olmsted, Chairman REINSURANCE CASUALTY**  
**W. J. Langler, President**

## NEWS OF FIELD MEN

### George Pritchett, Indiana Field Leader, Is Retiring

George R. Pritchett, Indiana state agent of American, is retiring April 1 after 26 years in the field. Mr. Pritchett entered the Indiana field as special agent for American in 1925. Four years later he was transferred to Michigan as special agent with headquarters at Grand Rapids and later was state agent with headquarters at Detroit. He returned to Indiana as state agent in 1937.

In both states, Mr. Pritchett achieved an enviable record as a field leader. He started up the Blue Goose ladder in Michigan, but had to relinquish his position when he returned to Indiana. He was elected president of Michigan Fire Underwriters Assn., and this term also was interrupted when he was transferred.

In Indiana, Mr. Pritchett also became president of Indiana Fire Underwriters Assn. and in 1948 was elected custodian of the Indiana Blue Goose, two years later becoming most loyal gander and having the responsibility as general chairman for the grand nest meeting at French Lick in 1950.

### Elder Retiring, Phoenix

#### Names Marshall, McCain, Jr.

Jules J. Elder, state agent in Virginia for Phoenix of Hartford, is retiring April 1 after 33 years with the company. He will be succeeded by Clyde B. Marshall. Mr. Marshall has been in the Arkansas field, and his place there will be taken by W. Ross McCain, Jr., special agent, whose father is the chairman of Aetna Fire.

### Mills With C. & R. in Texas

William D. Mills has been appointed special agent of Corroon & Reynolds at Fort Worth, Tex. After army service, he joined America Fore at Atlanta, later transferring to Amarillo.

In Fort Worth, he will share the office with C. E. Commons, who directs the companies' hail department for Texas.

In western Texas T. W. Scales general agency at El Paso will continue to represent New York Fire, a Corroon & Reynolds company.

### Emerson Covers Western N.Y.

Richard W. Emerson has been named special agent of the Springfield group in charge of inland marine and automobile lines in western New York with headquarters at Rochester. He has had several years of underwriting experience at the home office.

### Arenz to Missouri Field

Don E. Arenz has been named special agent in Missouri for Aetna Fire to replace John E. Young, who has been transferred to Ohio. Mr. Arenz will be associated with H. E. Johnson, Jr., state agent.

Mr. Arenz started with Aetna working part time while attending DePaul University at Chicago. He was in the army for 53 months.

### To Inspect Robinson, Ill.

Illinois Fire Prevention Assn. on March 28 will inspect Robinson. Talks will be given by Arthur Goodall, National Union, and Richard P. Waite, Hanover.

### Hear Farm Schedule Talk

Meetings of field men were held at Topeka and Wichita at the invitation of Kansas Inspection Bureau to hear discussions on the new Kansas farm schedule. About 100 were in attendance at Topeka and 60 at Wichita. L. A. Magill, assistant manager, conducted the Topeka meeting and Ewing B. Fer-

bus, branch manager, the Wichita meeting. Mr. Fergus is conducting a similar discussion at a meeting of Wichita Assn. of Insurance Agents March 22.

### Springfield F. & M. Names Three in Eastern Shifts

Richard R. Rathbun, special agent of Springfield F. & M., has been transferred from the eastern Massachusetts field to Maryland. Donald R. Moore has been appointed special agent and assigned to eastern Massachusetts, and Fred G. Zwetsch has been appointed special agent to supervise southwestern Pennsylvania.

In Maryland and District of Columbia, Mr. Rathbun succeeds Thomas L. Tilton, who has been recalled to army service.

Mr. Moore received training at the head office and more recently has been at Boston. Mr. Zwetsch started in the underwriting department at New York, and has more recently been a field man and branch office manager at Pittsburgh.

### SS Talk at Wilkes-Barre

Christopher Boland of the social security board will speak at the March 27 meeting of Anthracite Field Club of Pennsylvania at Wilkes-Barre. His subject will be "Changes of the Social Security Laws and How They Affect Agents."

National League baseball pictures will be shown at the March 26 meeting of Penn Pond of Blue Goose.

O. E. Bechtel, Ohio Inspection Bureau, addressed Stock Fire Insurance Speakers Assn. of Ohio at Columbus on "Industrial Plant Inspection."

## COMPANIES

### American Re Group Executives Are Advanced

Merl L. Rouse, a director and vice-president of American Reserve since 1946, has been appointed executive vice-president of that reinsurance company. Chester R. Urban, who has been with the company 14 years, latterly as assistant vice-president, becomes a vice-president.

John A. Sellon is named a vice-president of American Reinsurance with which American Reserve is affiliated. He has been with American Reinsurance 19 years and recently his title has been assistant vice-president.

John W. Ream becomes assistant vice-president of American Reinsurance. He has been assistant secretary and has been with American Re five years.

### To Issue Additional Stock

Beneficial Fire & Casualty of Los Angeles has applied for a permit to issue and sell to Beneficial Standard Life 25,000 shares of \$1 par value stock at \$8 per share, the \$200,000 realized to be applied to both capital and surplus. Because of a legal technicality, the former application to issue a contribution certificate was withdrawn and the stock permit asked. Beneficial Standard Life is the sole stockholder of Beneficial F. & C.

### Milton Northeastern Director

David M. Milton, president of Equity Corp., has been elected a director of Northeastern. He succeeds William L. Less, II. Equity Corp. acquired the interest owned by Less and his associates, who, with Roger Babson and others, took the controlling interest out of Hartford several years ago.

W. L. Cobb, vice-president, was elected executive vice-president. W. J. Burt, Jr., was named assistant secretary.

## Chicago Day

The picnic, hotel, has is divided concurrent three tall to choose particular

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## CHICAGO

### Chicago Insurance Day Program Set

The program for Chicago Insurance Day, to be held April 5 at the Stevens hotel, has been completed. The program is divided into three sections, running concurrently, with each consisting of three talks, thereby enabling a producer to choose the talks which will be of particular interest to him.

First section speakers are J. F. Bochner, Cook county manager of Western Adjustment, on "Common Errors Found in Adjusting Property Losses"; J. S. Perry, superintendent marine division of Fireman's Fund, "Every Client Is an Inland Marine Prospect," and Frank Beach, University of Illinois, on "Reappraising Your Selling Techniques."

The second group of speakers consists of E. F. Gallagher, manager of Planet, on "What Are We Entitled To"; Charles H. Tighe, claims manager General Accident, on "Common Errors Found in Adjusting Casualty Claims," and Emerson H. Westwick, field representative Assn. of Casualty & Surety Companies, on "The Producer's Place in Accident Prevention."

The third section will start off with a talk by Clarence R. Conklin, Heineke & Conklin, Chicago attorneys, on "Legal Aspects of Insurance." Following that Carl J. Reutter, assistant vice-president W. A. Alexander & Co., will talk on "Multiple Location Rating Plans and Single State Reporting Forms," and John Dimatteo, manager First Banccredit Corp., will discuss "Your Collection Problems and How to Answer Them."

The banquet and floor show will be preceded by a cocktail hour. Reservations should be made at the Chicago Board office.

#### \$100,000 GARAGE LOSS AT CHICAGO

Loss of approximately \$100,000 is expected from a fire set by explosion of a burglar's acetylene torch at the Reliable Motor Sales Agency, Chicago, last week. This loss was reported in the newspapers as being \$250,000 or more.

Thirty-one cars and one truck were damaged or destroyed in the fire, which also wrecked the building and caused damage of perhaps \$40,000 to \$50,000 to contents.

The loss to the automobiles will probably be less than \$40,000. There were 24 new cars in the building.

The automobile loss is being handled by Western Adjustment, while Wagner & Glidden and Western are on the building, and Western and Feiler-Duess are on contents.

This is the third automobile dealer fire this year in Chicago.

#### THREE NEW "OLD GUARD" MEMBERS

E. A. Henne, vice-president, and officers and department heads in the western department of America Fore were hosts to three new members of the "Old Guard" at a luncheon at Chicago last week. The new veterans' group members are Raymond C. Koller, state agent for American Eagle and Niagara in the southern peninsula of Michigan; William E. Bowie, state agent of Fidelity Phenix in northern Ohio, and Samuel J. Fleischman, Cook county examiner.

#### LAMB, ROOS, OPEN AGENCY

The All-Risk General Insurance Agency has been formed at Chicago by Arthur D. Lamb and Harold T. Roos. The agency will handle all lines, with Mr. Lamb in charge of fire business and Mr. Roos the casualty business.

Mr. Lamb has been in the business 28 years, having both agency and company experience. He started as a local agent and later did special agency and engineering work with Pearl Assurance, Standard of the Aetna Fire group, and Northern of New York. Recently he

has been a local agent.

Mr. Roos entered the business with Globe Indemnity in 1927 as an office boy at Chicago, later working in the automobile department and doing safety engineering. He went with Associated Agencies of Chicago in 1931 handling bonds and A. & H. Seven years later he joined Massachusetts Bonding at Chicago as manager of the A. & H. department. In 1941 he rejoined Globe Indemnity as Chicago A. & H. manager, and two years later went with Accident & Casualty as assistant manager. He was advanced to production

manager when Accident & Casualty was merged with American Casualty. He resigned this post in February preparatory to opening the agency.

Mr. Roos' brother, Bernard W. Roos, is vice-president of Associated Agencies.

#### Merge San Francisco Firms

The San Francisco brokerage firms of Kindler & Co. and Curtis Day Co. have merged in a new partnership, Kindler, Laucchi & Day, at 558 Sacramento street, maintaining the Kindler

& Co. address. Arthur H. Kindler is the managing partner. He founded Kindler & Co. in 1946.

John G. Laucchi, a graduate of Armour Institute in fire protection engineering, has for 10 years been in brokerage in San Francisco.

Curtis Day has been in the brokerage business in San Francisco and Palo Alto for 16 years. Curtis Day Co. was founded in 1946.

The Davis agency, Monett, Mo., has been purchased by John W. Hunt, who had been associate editor of the Monett Times.



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## Letters of Credit\*



New Brunswick, N. J. "My secretary turns out letters I'm proud to sign, proud to have represent me and my company. She types so much faster, too, that now she can relieve me of much of my regular routine work."



\* Excerpts from unsolicited letters.



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Brenton Reef Lightship, anchored two miles off the coast of Newport, is usually avoided by coastwise vessels, for it marks the treacherous rock-bound shore where wind and wave vie in fury. Reconstructed of steel in 1935 after having been damaged by a gale, the self-propelled lightship has a 4,800 candle power light in a glass enclosed gallery atop her fifty-foot tubular mast. A radio signal warns lost and fog-bound ships carrying a radio compass of the exact position of the lightship.

The Pawtucket Mutual Fire Insurance Company began to serve its policyowners in 1848. Through the years, it has gained a reputation for sound underwriting principles which foster dividend payments and prompt loss settlements.



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*Fire and Casualty  
for Agents and Brokers*



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OF PROVIDENCE, RHODE ISLAND

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## "Customary" Short Rate Table Construed

A cancellation provision that the insurer shall "refund the excess of paid premium above the customary short rates for the expired time" was adjudicated by the eastern Pennsylvania federal court to mean that the cancellation table that is used by the great majority of fire insurance companies should be applied rather than the rate used by the particular insurer here involved and most of the domestic mutual companies in Pennsylvania. The case was *Dixie-Home Stores vs. Liberty Bell Mutual Fire*.

This was only one of a number of issues in a complicated dispute. Under the short rate table used by Liberty Bell Mutual, the rate would be 75% but the rating bureau table called for 67 2/3%. The court observed that no short rate cancellation schedule was attached to the policy and there is no evidence that the insured had any notice of the short rate used by the comparatively small group of Pennsylvania mutuals.

The court noted that, even as to the Pennsylvania domestic mutual companies, the president of Liberty Bell Mutual did not say that all used the rates which he claims, but merely that "most of them did." Also in the final letter of the Liberty Bell agents May 2, 1949, they say "like most of the Pennsylvania mutuals, we still use the old short rate table."

### Findings of Fact

The findings of fact were that on Sept. 13, 1948, Liberty Bell Mutual issued to Dixie-Home Stores of Greenville, S. C., its standard policy. Dixie-Home paid Liberty Bell a premium deposit of \$15,000. There was a fire loss Nov. 7, 1948 of stock and fixtures amounting to \$10,081. The policy was cancelled by Dixie-Home April 13, 1949. The policy was in force 212 days. The customary short rate table for annual policies in force for less than one year provides for a 33% return premium where the policy has been in force and effect from 210 to 214 days. The policy provided that the premium should be based on an average monthly inventory. The average of the monthly reports of merchandise based upon retail cash value amounted to \$1,777,854. The total value of furniture and fixtures as reported by the insured was \$893,800. The rate of premium charged was 85 cents per \$100. The annual premium would have been \$22,709. The earned premium for 212 days amounted to \$15,215. The additional earned premium due Liberty Bell is \$215.08. The insured is entitled to judgment in the amount of \$10,081 with interest less \$215.08.

Dana Insurance Agency, Fond du Lac, Wis., was honored at a dinner given by Bankers & Shippers Fire for 25 years continuous representation. A plaque was presented to the agency.



George Oppenheimer of Kansas City, president of Missouri Assn. of Insurance Agents, and Superintendent Lawrence Leggett of Missouri, at midwest territorial conference of N.A.I.A. at Memphis.

## Harry Perlet to Factory Mutuals

Harry F. Perlet has resigned as assistant manager of the U. S. Chamber of Commerce insurance department to become associate general counsel of Associated Factory Mutuals at Providence. General counsel is Ambrose Kelly.

Mr. Perlet was a fire protection engineering graduate at Armour Institute. He then went with Ohio Inspection Bureau. During the war he was engaged in war plant inspection work for the government with headquarters at Chicago and after the war for a time was with Western Actuarial Bureau there. At Chicago he completed his law studies and subsequently was admitted to the Illinois, Ohio, federal and U. S. Supreme Court bars. His next move was to the Ohio insurance department in 1947 as chief of the rating section under Lee Shield as superintendent and then to the U. S. Chamber of Commerce. He is a member of the committee on fire insurance law of American Bar Assn.

## Extols Fire Cover On Perpetual Basis

NEW YORK—The characteristics of perpetual fire contracts were explained by H. L. R. Swire, assistant secretary of Philadelphia Contributionship, at the March meeting of Insurance Accountants Assn. here. Fire coverage on this basis is available only in Philadelphia, Baltimore and Cincinnati.

These contracts are secured by assured paying a deposit premium which equals 15 times the ordinary annual premium. No additional payments are ever required and assured has protection as long as the contract is in force. The deposit premiums are invested in government, railroad and real estate bonds by the insurer, he said.

Low rated risks, such as homes, churches and schools, are sought as assureds, he said. Upon cancellation for any reason, assured is returned at least 90% of the deposit premium.

Premium income is calculated on the amount of deposit premiums received during the fiscal year, he said, and loss and expense ratios are computed similarly.

Chief selling difficulty, according to Mr. Swire, comes from brokers many of whom prefer to write standard fire contract because they, instead of a lump sum, receive their commissions over a longer period.

From assured's standpoint, he said, perpetual fire contracts reap many benefits. There are no expiration or renewal problems and assured receives his deposit premium upon cancellation. Also, assured pays no additional premium after a loss.

Extended coverage was made available by the contributionship two years ago. This was done in response to public demand, he stated. The deposit premium for this additional protection is one percent of the parent contract's premium.

Midwest Traders Mutual, Kansas City, has been incorporated by M. Totten, G. E. Stevenson and W. M. Roberts.

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## House Group Scrutinizes Air War Risk Idea

WASHINGTON — The House commerce committee held hearings three days on a bill authorizing the Secretary of Commerce to establish a system of aviation war risk insurance. A similar bill was recommended some time ago by the Senate commerce committee.

Thomas W. S. Davis, assistant secretary of commerce for aeronautics, recommended the bill in reading a prepared statement. He said aviation companies want the bill passed. Roy Leiflin, attorney for insurance interests, had submitted a letter from Associated Aviation Underwriters recommending it. Davis also said the bill has budget bureau approval.

Rep. Hinshaw, Nebraska, asked a number of questions based partly on suggestions from the State Department for modification of the bill. These were: If coverage is to be extended to foreign aircraft, the Secretary of Commerce should receive approval of the State Department before action is taken; That insurance of aircraft cargo be limited to cargo that might affect U. S. national defense; That insurance against loss of life, injury, or detention by an enemy be limited to those traveling in the national interest of the U. S.; That the provision limiting the Secretary of Commerce to issuing insurance only in event such is not procurable from commercial sources might result in his being in a competitive position with foreign insurance companies.

### Defense Already Insurer

Davis said the Defense Department in effect has become an insurer and agreed to reimburse plane operators for loss in connection with Korean activities.

Rep. Scott suggested the purpose of the bill might be accomplished by consultation between government and the companies on how much government should put up in establishing a revolving fund. "Would not a government reinsurance corporation be possible?" he asked.

"I don't know whether that would be possible," Davis replied. "We have had experience with war risk and it was satisfactory. That program is in operation at the present time. There is no basic difference between what is involved in marine war risk and aviation war risk."

Scott wanted to know who would determine what are "reasonable" rates for aviation war risk and "how can you do away with the selfish interest" of the parties concerned. He suggested the airlines could "wield a club over the insurance companies and say 'if you don't lower your rates we will complain to the government and get government insurance.' There you make the selfish interest of the airlines the judge," said Scott. "I would be delighted if I could be the judge of how much fire insurance premium I should pay."

### Business Basis

The government would not "step in and say rates are not reasonable," said Davis. "We hope to do this thing on a business basis." He said he could not speak for the insurance companies, but the only thing he had to go on was "something that happened in the war of 1912."

Rep. Williams insisted that plane coverage should be limited to American aircraft and foreign-flag aircraft owned by American citizens and which engage in operations deemed necessary to be in the interest of national defense or the national economy.

"Do you know whether mutual companies would participate under this program?" asked Rep. McGuire, a Connecticut agent.

Davis referred the question to George McMahon, of civil aeronautics board, who replied no mutuals are writing marine, except one he described as a "pio-

neer" in that field. This was said to be Atlantic Mutual.

"The mutuals are getting away with murder," declared McGuire. "I would not have a mutual in my office. Are you in favor of eliminating agents?"

Davis begged off answering that one. Hinshaw said the bill would permit American commercial aircraft to continue private operation under government war risk coverage instead of them being taken over under government contract as in the last war. However, it would not prohibit contract operations. The bill would not be placed

in operation, he said, unless dangerous war risk conditions arise, in which event it would save time that would be required to organize for meeting that condition in the future.

"Do you believe passage of this legislation might encourage use of the powers under it?" asked Beckworth.

"I do not know that it would encourage such use," answered Davis. "It would depend upon the Korean situation and the requirements."

Minnesota Fire Prevention Assn. will inspect Anoka March 27.

## Both Plans OK in Ia.

The Iowa department has now given official approval to the Escott plan filing and also to the Herd plan filing of the America Fore companies, Automobile, Hartford, Firemen's and Royal-Liverpool.

The new fire code for Illinois, which has been under study for more than a year, has been put into effect. In general its provisions follow National Fire Protection Assn. standards.

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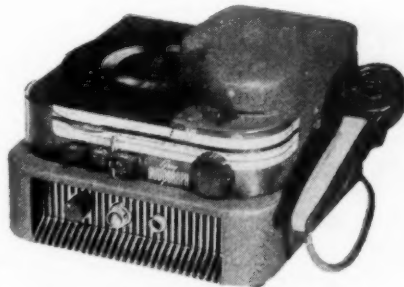
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## Nov. 25 Story in N.J. Told in Naked Figures

(CONTINUED FROM PAGE 1)

Company..	Direct Writings	Net Losses Incurred	Company..	Direct Writings	Net Losses Incurred
Detroit F. & M.	6,265	19,903	Home	707,874	3,499,827
Dubuque F. & M.	23,182	139,197	Homeland	2,663	8,759
Eagle	4,105	10,458	Houston F. & M.	1,022	9,659
Empire State	44,439	175,768	Illinois	727	8,028
Employers Mutual	3,066	11,409	Imperial	14	20,481
Employers'	40,560	152,087	Ind. Lumb. Mut.	1,639	30,128
Equitable F. & M.	6,826	42,807	Ins. Co. North Am.	295,659	1,696,304
Eureka-Security	87,351	328,028	Ins. Co. State of Pa.	14,966	93,313
Excelsior	15,834	17,951	International	19,715	21,140
Farmers, York	1,015	3,154	Inter-Ocean Reins.	29,432	235,772
Federal Mutual	285	2,691	Liberty Mutual	58,090	205,454
Federated Mutual	41	986	Lumbermens Mut., Ohio	4,846	24,097
Fidelity & Guaranty	62,390	303,776	Lumber Mutual	7,354	20,633
Fidelity-Phoenix	87,378	457,144	Manhattan F. & M.	9,151	63,334
Fire Association	88,832	361,404	Mass. F. & M.	8,873	47,234
Fireman's Fund	102,617	408,639	Mechanics & Traders	7,353	15,145
Firemen's D. C.	719	719	Mercantile	15,944	33,846
First National	13,551	17,735	Merch. & Bus. Men's Mut.	7,188	1,731
Fitchburg Mut.	2,290	2,946	Merchants, N. Y.	52,261	241,060
Florists' Hall	7,005	7,005	Merchants, Colo.	6,983	35,870
Franklin Nat.	9,441	19,053	Mercury	61,617	2,553
Fulton	6,840	56,710	Merrimack Mut.	6,690	30,779
General	22,877	75,414	Metropolitan	35,921	33,352
General Security	49,153	408,568	Michigan F. & M.	5,802	20,787
Girard F. & M.	71,702	442,437	Mich. Millers Mut.	4,888	—1
Glens Falls	12,632	71,477	Millers' Mut., Ill.	—1	603
Globe & Republic	9,578	63,647	Millers Mut., Pa.	1,770	5,892
Globe & Rutgers	8,678	31,860	Millers Mut., Tex.	—	100
Grain Dealers Nat. Mut.	5,864	17,805	Millers National	8,729	75,523
Granite State	83,433	314,253	Mill Owners	3,311	22,292
Great American	52,321	258,458	Milwaukee Mech.	54,486	455,885
Gulf	18,177	226,273	Minneapolis F. & M.	2,309	2,309
Hanover	24,940	172,155	Monarch	238	—
Hardware Deal. Mut.	219,877	734,214	Mutual, Chester Co.	15,006	22,640
Hardware Mutual	513	999	National—Ben Frank.	29,683	239,147
Hartford	25,492	164,477	National	118,694	547,607
Holyoke Mut.	—	—	Nat'l Ret. Mut.	17,641	70,187
Home F. & M.	—	—	—	—	—

Company	Direct Writings	Net Losses Incurred
National Union	71,146	134,183
New England	16,165	16,676
New Hampshire	25,808	223,849
N. Y. Und.	47,741	27,299
Niagara	170,418	1,079,233
Norfolk & Ded. Mut.	3,194	26,529
North Am. F. & M.	39,474	29,474
Northern	161,585	600,982
North River	66,405	474,496
North Star Re.	—	80,983
N. W. F. & M.	14,786	44,363
N. W. Mut.	7,634	35,110
N. W. Nat'l.	14,245	51,655
Ohio Farmers	13,018	161,694
Ohio	2,727	2,864
Old Colony	11,264	93,915
Orient	12,543	115,010
Pacific	31,112	97,630
Pacific National	66,322	128,102
Paramount	1,043	6,716
Patriotic	2,670	11,687
Pawtucket Mut.	1,522	435
Penn-Liberty	429	1,257
Pennsylvania	66,425	168,813
Pa. Lumb. Mut.	37,679	84,708
Pa. Millers' Mut.	1,453	10,279
Philadelphia F. & M.	73,936	444,786
Phoenix, Conn.	49,867	202,359
Planet	22,243	60,733
Potomac	47,274	201,709
Preferred Mut.	12,174	43,986
Prov. Wash.	69,878	287,989
Provident	8,268	39,890
Quaker City F. & M.	3,080	8,247
Queen	72,877	425,143
Quincy Mut.	41,816	19,680
Reliance	22,304	83,767
Republic	78,729	156,263
Rochester	11,948	42,735
Safeguard	5,461	35,105
St. Louis F. & M.	213	—
St. Paul F. & M.	57,043	345,813
Seaboard F. & M.	3,346	13,278
Security	17,961	181,630
Springfield F. & M.	55,461	283,495
Standard, Conn.	49,299	250,064
Standard, N. Y.	43,925	229,080
Sun	27,966	189,672
Sun Und.	1,319	4,648
Traders & Mech.	7,457	23,245
Transcontinental	2,175	2,810
Travelers	109,384	261,453
Twin City	3,647	3,340
Underwriters, Ill.	9,847	26,446
Union Mutual	7,178	—9,132
United Firemen's	15,314	87,056
United States	150,577	1,022,128
Vigilant	1,985	1,327
Virginia F. & M.	13,964	209,762
Washington Assur.	2,053	8,795
Washington Co.	4,422	12,698
Westchester	46,948	371,273
Western Millers	1,524	3,930
World F. & M.	26,735	191,489

## RECIPROCAL OF OTHER STATES

Affiliated Und.	2,751	22,780
American Exchange	1,959	11,793
Cannex Exchange	7,074	30,929
Fireproof-Sp.	871	5,241
Ind. Und.	3,268	19,654
Metropolitan	1,959	11,793
New York	2,830	17,034
Reciprocal Exch.	1,617	5,955
Universal	1,930	3,390
Warner Recip.	2,753	5,020

## COMPANIES OF OTHER COUNTRIES

Atlas	40,361	86,182
British Am.	995	22,188
British & For. Mar.	—45	5,926
Caledonian	31,004	84,420
Century	29,501	95,534
Commercial Union	20,906	88,903
Halifax	5,444	12,535
Law Union & Rock	8,152	159,037
L. & L. & G.	78,151	630,229
London & Lanc.	27,830	146,690
London & Scottish	6,014	25,555
London Assur.	15,542	87,844
Netherlands	399	3,557
New Zealand	—	17,335
North British & Merc.	41,081	152,669
Northern Assur.	47,696	266,266
Norwich Union	13,546	99,380
Pacific Coast	4,652	8,869
Palatine	2,994	20,525
Pearl	35,702	60,006
Phoenix	59,917	77,009
Royal Exchange	14,033	84,316
Royal	77,898	511,775
Scottish Union	64,886	610,583
Skandinavia	—	40,988
Standard Marine	5,764	—
Sun	18,147	159,731
Swiss Reins.	—	750,013
Switzerland Gen.	461	25,038
Union, London	5,896	71,437
Union, Hong Kong	116	472
Union Mar. & Gen.	10	3,125
Western, Canada	2,347	37,125
Yorkshire	5,581	19,905

## CASUALTY COMPANIES

American Empl.	41	2,235
American Indem.	5,402	8,404
Conn. Indem.	3,253	48,904
Employers Liab.	180	2,235
Employers Reins.	—	603
General Accident	129	—
Keystone Auto Club	5,286	7,828
Liberty Mut.	—	12,576
Security Mut. Cas.	8	—
Western National	—	36,540

Jerry Siegfried was program chairman for a meeting of Insurance Women of Wichita at which Mrs. Harry Schrader presented an "Indian" program, including movie. A report on the "bosses night" dinner was given by Dorothy Winters and Bernice Crum, previewed the region 7 meeting of N.A.I.W.

## Lapeer Farmers Mutual Case Makes New Headlines

Aftermath of the failure of Lapeer Farmers Mutual Fire in 1935 continues to make headlines for newspapers in the vicinity, especially at Pontiac, Mich. Currently the battle is producing what in newspaper shops is called "art." Old Paul Zeigenhardt and his brother, Chris Zeigenhardt, are furnishing the fireworks. These brothers have a 240 acre farm near Marlette, Mich., that was insured in Lapeer Farmers. Throughout the years they have refused to pay what was originally an assessment of \$280 and they have refused to let their friends pay it for them. In September, 1948, their farm was sold at auction on order of the Michigan state supreme court. Mrs. Grace White, a Lapeer lawyer, got title of the property for \$13,000.

Now, the other day, the Zeigenhardt brothers reentered their old farm house after being evicted by Mrs. White. Warrants were issued for their arrest on the advice of the Michigan attorney general and at the request of Mrs. White's lawyer.

Some 200 friends of the Zeigenhardts have been conducting a continuous vigil over the farm and the sheriff's deputies were getting a chilly reception.

Big signs have been painted "Fort Zeigenhardt" and other signs read "Sorry, Grace." Lapeer county sheriff, Leslie Mathews and three deputies have been unable to dislodge the Zeigenhardts and an appeal was to be made to the Michigan state police.

## Training the Trainer

About 150 insurance company men took part Wednesday in a program given at Michigan State College at East Lansing to impart teaching techniques to those engaged in public speaking or other educational work. The program was worked up by Carl L. Strong, coordinator of insurance training at Michigan State, and it was under the auspices of Michigan Fire Underwriters Assn. Ray Jennings, chairman of public relations committee of that association, was in general charge. The school of speech at the college contributed much to the day. The matters covered included the outlining and planning of a day's instructional material, "hosting," physical arrangements and methods of getting participation.

## Hail Problem in N. D.

BISMARCK, N. D.—Recent passage by the legislature of a law boosting the state fund hail coverage to \$8 and \$12 an acre has posed a problem for Commissioner Jensen. The new law does not take effect until July 1 and the commissioner has asked the attorney general for an opinion whether hail insurance can be sold on both the present coverage of \$5 or \$8 an acre and the new coverage.

Another law extends the expiration date on winter wheat and rye from Aug. 25 to Sept. 15 and on other small grains from Sept. 10 to 25. There is no change in corn and flax dates.

## 108 at Women's Wichita Rally

A record registration of 108 attended the annual conference of region 7 of National Assn. of Insurance Women at Wichita. Dorothy Klonus of Omaha was elected regional director succeeding Miss Emily Casford, Wichita.

Those on the program included Elinore Sage, National association president, Topeka; Scott Gardner, Wheeler, Kelly, Hagny, Wichita; Corrine Wilson, Wichita Business Preparatory School, and Ida Mac Welsh, who for 25 years was with an insurance company in China.

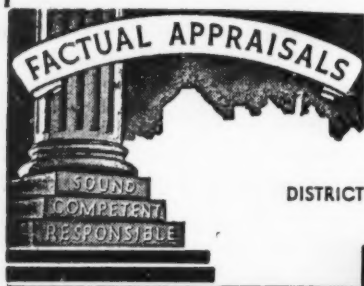
Sioux City (Ia.) Insurance Women's Assn. has reelected Mrs. Gertrude Gunderson president. Miss Dorothy Thornburg and Mrs. Olive Jeffrey are vice-presidents; Miss Gladys Cassidy, treasurer; Mrs. Dorothea Hartin, secretary; Miss Bernice Feller, corresponding secretary.

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## Fight Ohio Bill on Fire Deductibles

### Big Buyers Lead Opposition to Measure Prohibiting Such Coverage

COLUMBUS—After hearing opponents of the measure, the insurance committee of the Ohio house referred the Hunt bill which prohibits fire insurance deductibles to a sub-committee composed of Representatives Humphrey, Zuber and Yoder, which will report a compromise measure within two weeks. The bill has been the center of a bitter fight in the house. At a previous hearing, proponents of the measure, mainly local agents, urged passage of the bill.

#### Buyers Say No Need for Bill

Appearing in opposition to the bill were Fred D. Danford, treasurer Armco Steel, Middletown; Sydney Hall, Cleveland Electric & Illuminating Co., Cleveland; C. O. Ransom, local agent, Cleveland; David Butler, Wheeling Steel Co., Wheeling; Robert B. French, Dayton superintendent of schools; Ambrose Kelly, Associated Factory Mutuals; Richard Heilman, North America, Philadelphia; Paul Schindler, Youngstown Sheet & Tube Co.; William Herber, local agent, Cincinnati; Arthur Benjamin, Cincinnati Gas & Electric Co.; John Pottinger, local agent, Dayton; H. A. Taylor, Federal, New York.

Speakers generally declared they knew of no demand and saw no need

for such legislation. Several declared that if the bill were passed, their insurance programs would be upset and they would be compelled to seek coverage elsewhere, reference being made to Lloyds in this connection. Nearly all expressed no opposition to the bill provided it exempts commercial and industrial enterprises. It was suggested that a line be drawn between the small insurance buyers and the larger ones. Some expressed doubt, however, if such a plan would be feasible. Some of the speakers declared that their companies would much rather take care of their small claims promptly without bringing in insurance adjusters with the delay that, they declared, would ensue. Replying to the statement that such legislation was needed to protect the small policyholder from buying deductible insurance without a complete understanding of its meaning, it was said that if such a thing occurred, it would be the fault of the agent in not fully advising his client as to the nature of the policy.

#### Statement by Danford

The attitude of the opponents of the bill was summed up generally in a statement made by Mr. Danford. He said he was interested in the bill solely from the standpoint of the large industrial and commercial buyers of fire insurance. "It is my understanding that under the present law of Ohio deductible or excess forms of fire insurance are not prohibited but rather that their general unavailability to date has been due to the fact that only one such form has been filed by admitted companies approved by the Ohio department. It is my belief that this proposed legislation, as amended, would make it impossible for any admitted company to gain the

approval of the Ohio department for any deductible or excess form of fire insurance, and would make it illegal for any person to offer or deliver such a form in Ohio from a non-admitted company.

"The only argument in favor of this bill made before the committee at the hearing on March 7 was that such legislation was needed to prevent small policyholders from buying deductible forms of fire insurance without proper knowledge thereof and thereby the general fire insurance buying public would be damaged. Certainly this argument does not apply to industrial and commercial buyers of any size because they are well-versed in what they are getting; but on the other hand the proposed legislation would remove any possibility of these buyers obtaining what they have been needing and seeking over a long period of time.

#### Contrary to Recent Trend

"In respect to fire insurance on industrial and commercial properties, this proposed legislation is definitely contrary to the trend that has taken place during the past few years throughout the United States. For the past six to eight years the insurance division of American Management Assn. in all its meetings has discussed, promoted, and pointed out the need for deductible and excess forms of fire insurance on industrial and commercial property and has encouraged the leading fire underwriters to make such forms available.

"For the past year the Basic Steel Industry Buyers Conference has been holding discussions with Insurance Executives Assn. on the great need of the steel industry for such excess and deductible forms of fire insurance. It is my further understanding that within the last few months several of the leading insurance companies have filed such forms with the insurance departments of New York and Massachusetts.

"I do not believe this committee wishes to approve any legislation which would prevent industrial and commercial buyers of fire insurance from obtaining what they desire and need. In the long run no one could possibly benefit from such action. This bill in form presently being considered by the committee would definitely prevent the possibility of such buyers from obtaining the deductible and excess forms of insurance they need."

### Omnibus Bill in N. C. to Revise Insurance Laws

RALEIGH—The North Carolina department has combined its legislative program into a single omnibus bill which would make a number of changes in the insurance laws.

Changes proposed, was explained by Commissioner Cheek, would:

Permit process to be served on the commissioner when he is absent by leaving the process at his office; prohibit a company from using anything but its true corporate name on a policy, although emblems and insignia still could be used with permission of the commissioner; give the commissioner authority to require of foreign companies seeking license here the minimum surplus required of domestic companies, in addition to minimum required capital; permit the commissioner in event of liquidation or rehabilitation proceedings to employ additional personnel and use the assets of the company involved to bear the additional expense.

Provide authority, with the commissioner's approval, to release the statutory deposit of a foreign company when its business in this state has been reinsured in a solvent licensed insurer; make the illegality of rebating and twisting applicable to fire and casualty as well as the life insurance; increase from 30 days to 60 days the time limit permitted for issuance of binders on fire risks; reduce from \$5,000 to \$1,000 the bond required for obtaining a broker's license.

Permit agents to adjust losses under \$100 without obtaining an adjuster's license, and give the commissioner permission to allow agents to adjust any catastrophe losses without an adjuster's license; reenact an old law requiring companies to notify the department of fire loss claims, a step the department said would help in arson probes; make the department's records in arson investigations confidential, subject to examination only on court order or when required by a solicitor in developing his case.

### Seek Uniform Cost Study on Multiple Location

NEW YORK—Representatives of companies writing multiple location risks under the three major plans met here with the subcommittee of National Assn. of Insurance Commissioners on multiple location risks to see if the business could settle on one method of analyzing costs on this type of business.

Apparently the idea of the business as a whole getting together on a joint cost finding procedure found favor with company representatives on hand for the hearing, though it may take a little time for representatives to commit their principals.

The suggestion of the subcommittee has nothing to do with the competitive aspects of the three plans. Objective would be to determine cost factors on this class, such as commission, taxes, bureau expense, handling, expense of adjustment and allocation of general expenses.

A method proposed in December, 1949, by Multiple Location Service Office was presented by M.L.S.O. representatives, and for a time the hearing resolved into a discussion of this plan as it leads to starting point. The M.L.S.O. proposal is essentially a test method, using a cross section of M.L.S.O. companies active in the field.

In introducing the purposes of the hearing James J. Higgins of the New York department and chairman of the subcommittee pointed out that if the costs are obtained in a substantially uniform way companies writing the business, whatever the rating plan used, can compare their costs with those of the field in its entirety.

About 15 attended, including Walter Lister of Home, chairman of the industry technical committee of M.L.S.O.; F. D. Crum, assistant manager of M.L.S.O.; E. N. Harriman of Liberty Mutual Fire, and others. The N.A.I.C. subcommittee is composed of Mr. Higgins, Meslis of Massachusetts and Woltemath, Nebraska.

W. F. Stanz has been reelected president of Brooklyn Insurance Agents Assn. Vice-president is John F. Seekamp, treasurer Milton Murphy and secretary, Harold Kramer.

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\*Included

### Spring

Harlan has been of Spring Almgren moted to ley, sup department treasurer Mr. P since 1921 tary serv Mr. A 1940, aft College. last war. retary in Mr. Sh 1935. H tific Sch he was a reinsuran 1949 bec lished an

### Memo

A me V. Messe ance So Fire and Austin Pacific I tribution would as dedicate pany. time wa ciety.

### Three

Ameri its annu elected three y chester can; J. Clarke, cock, 1 Jackson, British, Clifford chairman derwrite ceeded Mr. By Livingst derwrite assistant ager los eye, ass Am Builder cers. Th



## STOCKS

By H. W. Cornelius, Bacon, Whipple & Co., 135 So. La Salle St., Chicago  
March 20, 1951

	Div.	Bid	Asked
Aetna Casualty .....	3.00*	89	93
Aetna Fire .....	2.25*	54	56
Aetna Life .....	2.50*	69	71
American Alliance .....	1.50*	27½	28½
American Auto .....	2.00	42	45
Am. Equitable .....	1.50	24½	26
American (N. Y.) .....	1.00	20½	22
American Surety .....	3.00	55	57
Boston .....	2.65*	54	56
Camden Fire .....	1.15*	22	23
Continental Casualty .....	2.50*	67	68½
Fire Association .....	2.60	60½	62
Fireman's Fund .....	1.60	49	51
Firemen's (N. Y.) .....	.70	21	22
Glens Falls .....	2.30*	52	53½
Globe & Republic .....	.80	12	13
Great American Fire .....	1.50*	33	34½
Hanover Fire .....	1.60	33	34½
Hartford Fire .....	3.00*	125	127
Home (N. Y.) .....	1.80	35	36
Ins. Co. of North Am. .....	5.50*	129	131
Maryland Casualty .....	.80	19½	20½
Mass. Bonding .....	1.60	27½	29
National Casualty .....	1.50*	32½	35
National Fire .....	2.50*	60	62
National Union .....	1.60	34	35½
New Amsterdam Cas. .....	1.50	34½	36
New Hampshire .....	2.20	40	42
North River .....	1.20	26½	27½
Ohio Casualty .....	.80	54	Bid
Phoenix, Conn. .....	3.00*	77½	79½
Preferred Accident .....	1.50*	2½	3
Prov. Wash. .....	1.50*	29½	30½
St. Paul F. & M. .....	3.00	123	127
Security, Conn. .....	1.60	34	35½
Springfield F. & M. .....	2.00	44½	46
Standard Accident .....	1.60	34	36½
Travelers .....	14.00*	588	598
U. S. F. & G. .....	2.00	50	52
U. S. Fire .....	2.40	67	69

\*Includes extras.

### Springfield Promotions

Harlan T. Pease, assistant treasurer, has been elected assistant vice-president of Springfield F. & M. Herbert P. Almgren, assistant secretary, is promoted to secretary, and John N. Sherley, superintendent of the analytical department, was elected an assistant treasurer.

Mr. Pease has been with Springfield since 1915 except for a period of military service in the first war.

Mr. Almgren joined Springfield in 1940, after graduating from Springfield College. He served in the navy in the last war. He was elected assistant secretary in 1949.

Mr. Sherley went with Springfield in 1935. He graduated at Sheffield Scientific School. After serving in the war, he was appointed superintendent of the reinsurance department in 1946; and in 1949 became head of the newly established analytical department.

### Memorial for Meserole

A memorial fund named for Clinton V. Meserole has been created at Insurance Society of New York by Pacific Fire and affiliates.

Austin Matthews, vice-president of Pacific Fire, in making the initial contribution expressed hope that others would add to the fund, which has been dedicated to the founder of that company. Mr. Meserole during his lifetime was an active member of the society.

### Three Marine Units Elect

American Marine Hull Syndicate at its annual meeting in New York City elected the following as managers for three years — O. E. Barker, Westchester Fire; J. H. Beebe, Great American; J. T. Byrne, Eagle Star; R. G. Clarke, Reinsurance Corp.; A. E. Heacock, Bankers & Shippers; Harold Jackson, St. Paul; M. M. Pease, North British, and F. B. Zeller, Royal.

Clifford G. Cornwell was renamed chairman of the board, manager and underwriter. Earlier this year he succeeded W. B. Harwood, who retired. Mr. Byrne is vice-chairman; S. Donald Livingston, secretary and assistant underwriter; Homer F. Weyant, executive assistant and treasurer; Harry Dorfman, assistant treasurer; Samuel Gore, manager loss department, and Thorn Birds-eye, assistant manager loss department.

American Marine Syndicate for Builder's Risks elected the same officers. The following members were elect-

ed managers: Automobile, M. M. Higgins; Hartford Fire, J. S. Gilbertson; Mr. Barker; Providence Washington, R. S. Rush; Queen, Mr. Zeller; Mr. Jackson, and Universal, Mr. Byrne. U. S. Salvage Assn. elected the same officers. New directors elected are Messrs. Barker, Beebe, D. C. Bowersock, the Boston; Byrne; F. B. McBride, Home; Pease; G. G. Quirk, Aetna Fire; and L. A. Ward, Orient.

### Inland Marine Meet May 16

Transportation Insurance Rating Bureau, the mutual inland marine and aircraft rating organization, will sponsor an inland marine underwriting conference May 16-17 at the Sheraton hotel, Chicago. About 100 company men are expected.

Local agents of Beaver Dam, Wis., will be hosts to members of the chamber of commerce there April 2 at a turkey dinner in recognition and appreciation of what the chamber means to the city. Agents who are members of the chamber will furnish and serve the dinner.

Nashville Assn. of Insurance Women observed "bosses night" with prizes to several for outstanding achievements. The various forms of insurance were cleverly shown in a "fashion parade".

### Fire Insurance Written in Canada Sharply Up in 1950

OTTAWA, ONT. — There was a sharp increase in the amount of fire insurance written in Canada in 1950, according to R. W. Warwick, Dominion superintendent. Fire premiums written increased \$12,725,428 or 11.7% to \$121,634,64. Canadian companies wrote \$31,224,737. British companies \$45,674,121 and foreign (largely American) companies \$44,735,787. The respective increases were 9.12 and 13%.

Claims incurred increased from \$48,746,994 in 1949 to \$62,014,360 in 1950, with an average ratio of claims to premiums written of 51% compared with 44.8% for 1949. The ratio for Canadian companies was 51.8%, for British companies 52.7% and for foreign companies 48.7%.

There were marked differences between premiums earned and premiums written, with loss ratios correspondingly higher. The earned ratios (reserves on 100% basis) for the three groups in 1950, all reinsurance deducted in the case of Canadian companies, were: Canadian 54.6%; British 58.9%; foreign 54%; all companies 56%.

Net premiums written for automobile insurance of all classes in 1950 totalled

\$92,566,276, an increase of \$19,293,754 or 26.3%. Claims incurred were \$48,219,301 or 52.1% of premiums written, as compared with 52.8% in 1949.

The claim ratio in 1950 for hail insurance was 19.9%, based on premiums of \$3,938,499 and \$781,855 in claims incurred. In 1949 premiums of \$2,887,598 and claims incurred of \$742,801 showed a ratio of 25.7%.

### Negro Fire Safety Crusade

A large number of Chicago Negro representatives of clubs and civic organizations held a gathering to complete plans for city wide house to house crusade against fires. Chicago Safety Assn., founded by Walter L. Lowe, an insurance broker, is the sponsoring organization.

Mr. Lowe, in addressing the meeting, pointed out that 152 Negroes had died in fires in Chicago in 1950.

Churches, schools, newspapers, theaters and radio programs are being used in the crusade to make 500,000 Negroes living in Chicago fire conscious.

McIntosh-Barton & Co., Denver local agents, have purchased the Malcolm C. Myer agency there. Rowland B. Gass is manager of the insurance department.

Florence O. Meyer, Charles M. Meyer, Jr., and Glenn R. Meyer have formed the Meyer agency at Wheatridge, Colo.



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## Prepare Outline of Card for N.F.P.A. Annual Rally

An outline of the program for the annual meeting of National Fire Protection Assn. May 7-11 at Detroit has been prepared. The nominating report has been submitted, and it calls for the reelection of all officers and for two new directors, Donald C. Bowersock, president of Boston, and C. H. Bunn, Jr., Linden, N. J. M. M. Brandon, Underwriters Laboratories, New York, is chairman of the nominating committee.

The president of N.F.P.A. recommended for a second term is A. H. Stead, Dominion Board of Underwriters.

The tentative program calls for the simultaneous sessions the morning of May 7 of the fire marshals and railroad sections, these continuing in the afternoon with the addition of the electrical section. There will be a tea party for the ladies in the afternoon, and the general session in the evening will fea-

ture the addresses of President Stead, Percy Bugbee, general manager, and other officers.

On the second morning there will be the industrial fire problem session and the election by the fire marshals. In the afternoon the education and publicity meeting will be held and the ladies will gather for a card party. The Society of Fire Protection Engineers will meet that evening for the first gathering of this newly created organization.

On Wednesday morning there will be a session on flammable liquids, gases and hazardous chemicals, another on fire safety of structures, with the afternoon given over to tours, and the evening set aside for entertainment.

On Thursday morning there will be simultaneous sessions of the transportation and municipal and rural fire problems groups, and in the afternoon, a civil defense forum. A motion picture showing new technical and educational films on fire prevention and protection will be shown that evening.

The final morning will lead off with

the fire extinguishment session, and then there will be the final business meeting.

## Father-Daughter Party

The Wisconsin Blue Goose entertained at a father and daughter dinner at Milwaukee. A floor show was put on by the talent among ganders' daughters. Gene Lyons, National Fire, was master of ceremonies for the floor show. Most Loyal Gander H. W. Bailey, Pacific, was toastmaster. Five grand nest officers were in attendance: Paul M. Fell, most loyal grand gander, Philadelphia; Charles Beale, grand supervisor, Dallas; S. L. Sterling, grand custodian, of Winnipeg; Richard Kenzel, grand welder, and H. O. Wolfe, judge advocate, both of Milwaukee.

The Oregon senate has passed the anti-coercion bill sponsored by Oregon Assn. of Insurance Agents, by a vote of 24 to 3. Previously, automobile dealers had withdrawn their opposition to the measure.

## Saskatchewan Government Insurers Report 1950 Gains

Saskatchewan Guarantee & Fidelity Co., the government owned insurer, in its report for the 14-month period ending December 31, wrote gross premiums of \$324,891, compared with \$49,320 for the previous 12-month period ending Oct. 31, 1949.

The company was purchased by the Saskatchewan government in 1949. The Government Insurance Office, set up in 1945, was originally intended to provide low cost insurance in Saskatchewan and administer the provincial automobile accident insurance act. In 1949 the G.I.O. decided to acquire a stock company and bought control of Saskatchewan Guarantee & Fidelity, which was incorporated in 1908 and was writing a guarantee bond business. The company was given a license to write all classes other than life and hail, but applications for transaction of business in the other provinces were refused, the reasons being given that a company owned by the government of one province should not do business in another. However, the Saskatchewan government did have considerable success in making reinsurance treaties and entering the reinsurance business.

Assets of Saskatchewan G. & F. at Dec. 31 were \$467,004 with surplus of \$97,405. The capital is \$500,000, loss reserve is \$23,919, and unearned premium reserve is \$127,570. Business written was mainly fire, that amount being \$218,696, followed by guarantee, \$28,374. Losses incurred amounted to \$52,045.

## G.I.O. Volume Is Up

Assets of the parent Government Insurance Office now amount to \$4,081,772. Premium income increased in 1950, but the percentage was not as spectacular as in previous years, total net writings being \$1,959,957 as compared with \$1,913,047 in 1949.

The report states that a more favorable loss experience for general business enabled the government to show a surplus on operations of \$242,430 in 1950, compared with \$205,002 in 1949. Since inception, the report says, total earnings have been \$707,044.

"The tremendous savings provided to Saskatchewan motorists by the automobile insurance act under the administration of the insurance office is the most outstanding proof that in the public ownership of insurance, Saskatchewan has been first in finding the solution to the problem of compensating victims of motor accidents," the report states. "Nowhere do motorists receive so much coverage at so little cost. It is now more certain than ever that the act offers 'the world's most advanced automobile insurance plan.'"

Total unearned premiums of G.I.O. are \$1,347,261. Two-thirds of the business was automobile, that amount being \$2,186,511, general business accounting for \$1,524,598, most of this being fire, automobile reinsurance, and inland marine. Losses incurred on the automobile act business were \$1,928,821 and on general business were \$823,853.

## Brink Heads Linnell Co.

Joseph R. Brink has succeeded Mrs. Dorothy Linnell as the president of Thos. G. Linnell Co., Minneapolis general agents. Mrs. Linnell and Stephen Brodwulf, vice-president, withdrew from the firm March 15.

Insurance Women of Lincoln, Neb., were told by Miss Cora Mae Briggs, executive secretary of Nebraska Pharmaceutical Assn. how to make business correspondence pay.

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Edw. E. Collins, Editor CHICAGO 3

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## Travis Wallace Heads New Insurance Club of Dallas

DALLAS—Insurance Club of Dallas, with membership open to men connected with any branch of the business, has been organized. Travis T. Wallace, president of Great American Reserve, was elected president and Eric C. Gambrell, local agent, vice-president. Secretary is J. Frank Smith, Southland Life, and treasurer, James F. Miazza, General Adjustment Bureau. Messrs. Wallace and Gambrell were co-chairmen of the steering committee that has been promoting the club for the last month.

Ten groups in the insurance business are represented on the board, which include, in addition to the officers: Fire companies—T. R. Mansfield, president of Gulf, and Fraser R. Charles, state agent National Fire; casualty companies—Ben L. Boynton, second vice-president Firemen's group, and Ben H. Mitchell, executive vice-president Texas Employers; local agents—Mr. Gambrell and Hal A. Gullledge; life general agents—Orville M. Erickson, John Hancock, and R. Barney Shields, Great National Life; life agents—Mr. Smith; life companies—R. W. Baxter, president Rio Grande National Life; A. & H.—Mr. Wallace and Dave Hundahl, Mutual Benefit H. & A.; managing general agents, fire and casualty—Frank H. Duff, Floyd West & Co., and Barney Vanston of Barney Vanston & Co.; adjusters—Mr. Miazza and George W. Hanway, independent; insurance attorney—Will C. Thompson.

More than 350 paid membership applications have been received, with the maximum charter membership set at 500.

## N. Y. Regional Meetings

A regional meeting has been scheduled by New York State Assn. of Insurance Agents at Oneonta April 2 and at Catskill April 3. Speakers will be Walter F. Brooks, deputy superintendent of the New York department; Eugene A. Toale assistant director of education of N.A.I.A., Arthur Schwab, chairman of the membership committee, John G. Mayer, executive secretary, and President Joseph A. Neumann.

Robert M. Bookhout is chairman at Oneonta and Alex Grossmann at Catskill.

## Elect Ellis at Worcester

Insurance Society of Worcester, Mass., at its annual meeting elected Harry D. Ellis, Aetna Casualty, president. He succeeds Roger B. Taylor. C. Conrad Parker was elected vice-president, Harold N. Knight, treasurer, and J. Morey Johnson, secretary.

## Wis. School at Madison

Wisconsin Assn. of Insurance Agents, in cooperation with fire and casualty field men, is sponsoring a second one-day insurance school for local agents at the University of Wisconsin, Madison, March 27. It will be for agents in district 3. Similar schools will be held in each of the 10 districts this year. The only charge will be for the luncheon. Instructors will be T. L. Mulcahy, state agent National Fire; William Leissring, Fireman's Fund Indemnity, and Charles C. Bliffert, Fidelity & Guaranty.

## Iowa Annual May 9-11

Iowa Assn. of Insurance Agents will hold its annual convention at Des Moines May 9 to 11. Dana Johnson of Des Moines has been named general chairman.

A new policy of providing for advance registrations will be inaugurated this year, with those signing up ahead obtaining a reduction in their fee.

Ken Nyman of Boone has been appointed a district director for the seventh district, replacing K. W. Brown of Jefferson who has been recalled into military service.



Allen H. Wofford and Perry D. Hunter, both local agents of Johnson City, Tenn., at Memphis N.A.I.A. meeting.

## New Cover in Md. and D. C.

Atlantic Mutual's "all risks" dwelling endorsement has now been approved in Maryland and District of Columbia.

The revised farm property schedule known as general basis No. 5, now in effect in several midwestern states, has been approved in Kansas.

## Plan First Town Inspections on Pacific Coast for April

Field men in the Pacific Coast territory in April will conduct the first town inspections ever held in California and Washington. On April 12 there will be an inspection of Antioch, Cal., and on April 24 will be the inspection of Port Angeles, Wash. The field men will use the same supplies as those employed in Western Underwriters Assn. territory.

Introduction of the town inspection programs in Pacific Board territory now rounds out the map geographically in this work. The town inspection program was originated in the middle west and spread to Texas, then to the southern states and more recently to the Eastern Underwriters Assn. field.



George L. Goss, executive secretary of Tennessee Assn. of Insurance Agents, and Commissioner M. O. Allen of Tennessee at Midwest territorial conference at Memphis.

## Texas Legislation Reviewed

San Antonio Insurance Exchange heard a review of the status of bills in the Texas legislature by J. Lee Stivers of Catto & Catto.

It was stated that the anti-coercion bill has now passed the house despite the strong opposition of mortgage and loan companies.

## New Tenn. Deposit Schedule

NASHVILLE—A new schedule of deposits required for out-of-state insurers in Tennessee calls for \$200,000 for one type of insurance, \$350,000 for two types, and \$450,000 for three or more types.

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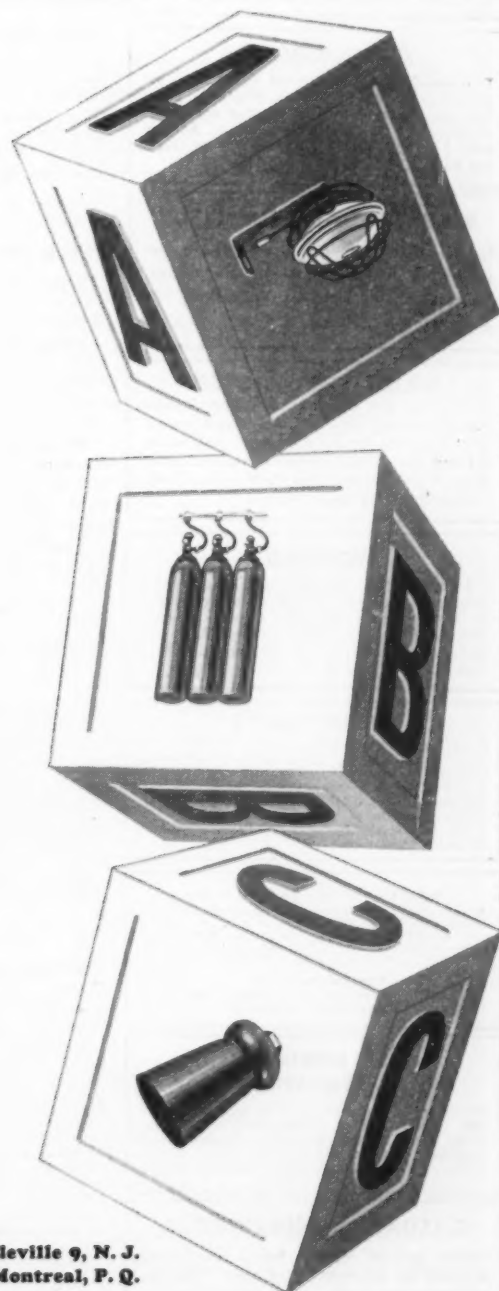
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Two experienced men wanted by national organization handling industrial fire only. Location Boston, Mass. Permanent. Our men know of this ad. All replies confidential. Address D-99, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

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Special Agent with fire background to assist in agency development. Salary open. Address E-5, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

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In fast growing Albuquerque, New Mexico. Can use several experienced adjusters competent to handle losses in casualty, automobile, fire and allied lines for a well established office. Address E-23, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

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Independent Stock Company operating Nationwide needs man to supervise Bond Department for Midwest States. Attractive employee benefits. Wonderful Opportunities. Address E-27, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

## OPPORTUNITY

An established agency in (Lake County) Indiana has an opening for a solicitor to handle renewals and development of new business. Opportunity for advancement. Man selected will be afforded opportunity to attend a Home Office Educational Course. Address E-28, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

## WANTED—FIRE UNDERWRITER

An opportunity is available for an experienced Fire Underwriter in our Western Department office. Ideal surroundings and working conditions, liberal employee benefits. In reply give complete business history. All information treated confidentially.

Personnel Department  
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## ILLINOIS SPECIAL AGENT AVAILABLE

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## CASUALTY UNDERWRITER

Detroit general agency has a permanent position for an experienced man. Give experience, age, draft status, and salary expected. Address E-30, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

## Personnel Director Embezzles \$150,000—No Insurance

BENTON HARBOR, MICH. — A heavy embezzlement loss will be shouldered by St. Joe Machines, Inc., large industrial concern, without bond or other insurance reimbursement, it was disclosed here with the arrest of Robert W. Brown, the company's personnel director. He is charged with having embezzled some \$150,000 over a period of five or more years. Prosecutor Joseph Killian said Brown had confessed to removing checks from incoming mail and cashing them, doctoring the books to keep records straight. He was in Florida with his family when a 42-cent check charge by an outside bank was traced through and it was discovered the original check had never been entered on the company's books.

WILLIAM A. MCKENZIE, 60, who was in his 50th year as an adjuster, died at St. Louis after a long illness. He had been associated with Underwriters Adjusting Co. there for 25 years, serving as assistant manager of the St. Louis branch, later as manager at East St. Louis, and for the past year at Clayton, Mo. He served as the most loyal gander of the St. Louis Blue Goose in 1945-46.

CALVERT F. STEIN, actuary of the Maryland department since 1936, died. Before joining the department, he had served in a similar capacity with the Ohio department. Previously he had been actuary for several companies, including Maryland Casualty, Maryland Life and Provident Life & Accident.

ELSIE P. NICHOLS, 74, agent at New Milford, Conn., for 35 years, died.

## NEWS BRIEFS

Pritchard & Baird, reinsurance intermediaries of New York, have elected Anne C. Woods, assistant secretary.

Farm Bureau Mutual Automobile of Ohio reports assets at Dec. 31 of \$58,842,504, an increase of 26%. Income was \$55,839,832 and loss payments and expenses accounted for \$26,122,378.

H. Millar Rawlings, president of Guarantee of North America, Montreal, was in New York City for a couple of days this week visiting with Darrell F. Johnson, U. S. reinsurance manager.

Lazarus S. Bach, vice-president of Fenster Brothers-Fleishman agency, Albany, N. Y., is vice-chairman of the 1951 Jewish Welfare Fund campaign there.

Chester A. Snow, vice-president of Phoenix, spoke on "Business Interruption Insurance" at a meeting of Insurance Club of Hartford.

The name of the F. Wiley Ball Co. agency of Oklahoma City has been changed to Ball & Neely. F. Wiley Ball and Ralph Neely are the active partners.

Standish Hall, local agent at Wichita, Kan., who serves Kansas as civilian defense director, has been named Wichita chairman of armed forces day.

Walter F. Heck, manager at Racine, Wis., for Western Adjustment, addressed the Racine Insurance Board on "Fire prevention in the home."

Winston Wheeler, president of Wheeler Kelly Hagney Trust Co., Wichita, has been named a director of Wichita chamber of commerce.

Insurance Women of Los Angeles were hosts to more than 100 members and guests at the Catholic Women's Club, the proceeds going to the support of the work of the club during the year.

Victor E. Downey and Verne W. Johnson have taken over the Bryant agency at Kenneth, Mo. Lawrence D. Gunn has been named general manager. He formerly was with the Baker-Wiemann agency.

Ralph Freeman has opened an agency at Independence, Mo. He formerly was with the Freeman-Cook & Co. agency.

The Houston agency at Carrollton, Mo., has been purchased by James B. Bittiker, former county clerk.

Paul S. Cash has taken over as manager of the Mimosa agency at Morganston, N. C., succeeding his father-in-law, Thomas E. Garrison, who died recently.

## 10-Day Executive Meeting for Fireman's Fund

The departmental managers of Fireman's Fund arrived at San Francisco Monday to attend the annual executive conference. President James F. Crafts, is presiding at the meetings which will continue until March 30. Assisting are Vice-presidents Fred H. Merrill, Fred H. Morasch, Leslie J. Haefner, Raymond L. Ellis, and Edward V. Mills.

Attending the conference with senior executives at the head office are Vice-presidents E. D. Lawson, Chicago; Richard V. Goodwin, New York; John H. Dillard, Atlanta; and managers Arthur T. Fleischhauer, Boston; L. W. Niggeman, New York; Leonard T. Backus, Los Angeles, and Richard T. Saunders, Seattle.

## La Rue Is New President of Underwriters Service Assn.

H. W. LaRue, secretary of America Fore, was elected president of Underwriters Service Assn. at its annual meeting at Chicago. He succeeds John T. Even, assistant manager of Fireman's Fund. C. G. Thro, assistant manager of Crum & Forster, is the new vice-president, and E. J. Hepp, secretary of Springfield F. & M., was named secretary-treasurer.

George C. Peterson, regional manager Chicago metropolitan department of Royal-Liverpool, and E. R. Sanborn, secretary of Great American, were re-elected to the executive committee. Mr. Even was elected to that committee to fill out the unexpired term of Mr. Thro.

## Reactivation of Rural Agents Committee Asked

Reestablishment of the rural agents committee of National Assn. of Insurance Agents was asked in a resolution that was adopted by the midwest territorial conference of N.A.I.A. at Memphis. J. L. Ashton of Milwaukee, who is the new chairman of the conference, was chairman of the resolutions committee.

Another memorial asks National Board to authorize the naming of a special committee to study further simplification of policies, forms, endorsements, etc. This resolution declared that the expense of agents is unnecessarily increased by outmoded and inefficient procedures and methods.

## Want Atomic Exclusion Limited to Weapons of War

NEW YORK—At a special meeting of members of National Board here this week, the possible exclusion of atomic weapon damage from the fire insurance policy was discussed.

The basic question was whether the exclusion should expressly refer to atomic weapons or whether more general language should be used.

It was the sense of the members that whatever exclusion is used should expressly refer to atomic weapons of war.

This is broader than the present exclusion in some E. C. and inland marine forms, which refer to atomic fission, etc., but not so broad as some had suggested, that would have covered any peacetime atomic damage.

## Replies to Webb Charges

WASHINGTON — The house ways and means committee permitted Hugh H. Murray of Raleigh, N. C., past-president of National Assn. of Mutual Insurance Agents, to file a statement in reply to the charge presented to the committee by William E. Webb, Jr., of Statesville, N. C., that mutual companies enjoy preferential federal income tax status as compared with stock companies.

Mr. Murray had not applied for time to speak before the deadline.

Mr. Murray referred to Mr. Webb's complaint that policyholder dividends

are deducted before computing income taxes. Mr. Murray said that this can be done by participating stock companies as well as by mutuals. Mr. Murray said that practically all of what Mr. Webb calls "profits" are savings which mutuals refund to their policyholders. He said that Mr. Webb's statement ignored the fact that mutuals must pay substantial income taxes every year regardless of whether their experience is favorable or unfavorable, whereas stock companies may escape tax in an unprofitable year. Mr. Murray said Mr. Webb did not speak for National Assn. of Insurance Agents, or mutual agents associations.

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## Coast Independents Rap Cal. Department Attitude on Rate Law

### See Grave Threat to Business—Name Perma- nent Conference Group

SANTA BARBARA, CAL.—As a culmination to charges that the California department is seeking to emasculate the state's rate regulatory act, Pacific Insurance & Surety Conference, composed of independent companies operating on the Pacific Coast, at its annual meeting here adopted a resolution creating a permanent committee to confer with the regulatory authorities, not only in California but other jurisdictions, in order that problems arising may be handled in a business-like manner.

The resolution, offered by Donald R. Luckham, vice-president of Beneficial Fire & Casualty, who was formerly assistant to the chief of the compliance and legal division of the California department, designated J. T. Blalock, Pacific Indemnity, as chairman of the committee, with such additional members as he may choose. Several other former department men also were in attendance, representing conference companies.

Those attending the conference felt that the California department's interpretation of the rate regulatory act presented a grave threat to the entire insurance industry. They referred to it as a pattern of "theory upon theory." They had previously held conferences with Frank Montesani, chief of the rate regulatory bureau.

### Rate Bureau Is "Unhappy"

A report on experience and schedule rating, other than workmen's compensation, brought out that the rate bureau is "unhappy" with the experience and schedule rating plans. It was contended that they are in violation of the "unfairly discriminatory" provisions of the California rate regulatory act; that judgment underwriting should not enter into rate making; that the plans can reduce rates to a point where they are unfairly discriminatory; that incomplete loss data, supplemented by judgment as a safety factor, will result in discrimination.

It was declared that department officials overlook the basic philosophy of the rate regulatory act, the factor of competition.

Edmund W. Cooke, attorney, formerly on department staff, appearing as representative of several of the company members of the conference, presented a quite lengthy memorandum that was decidedly critical of the interpretation of the rating act by the department, and openly brought to the front rumors that the department would get in touch with insurers relative to deviations and surcharges. He said that some companies in substandard markets face problems of orders from the department on deviations and surcharges from manual. He prophesied that a contest may be expected on this point, which might direct the trend and pattern of rate making in California.

### Department Attitude Cited

During the discussion it was brought out that companies in conference with Mr. Montesani, Norman Rosenberg and Fred Casavant, both of the Los Angeles office of the department, were given to understand by the department officials that no company maintains an underwriting prohibited list; that competition means when a majority of all com-

panies are engaged in a given field; that the department would not recognize a given rate if all insurers in the state agreed as its adequacy.

Secretary George T. Conklin made a report on consolidating Pacific Coast offices of the automobile assigned risk plan, and J. D. Gillespie, United Pacific, reported for the acquisition cost committee. He told of conferences with Rollo E. Fay of the National Bureau on the matter.

Don Kyler, in discussing new automobile forms, elicited the understanding that the bureau will settle on a form that will meet competition in the independent field.

Ralph J. Inglis of Pacific Indemnity said B.I. and P.D. experience are worsening, and that the industry is hopeful the bureau will act before losses reach the disastrous stage. He mentioned that in May or June increases of 20 to 25 per cent may result. He said that all insurers need the bureau and that Pacific Indemnity would go along with the bureau.

New officers elected were: President, J. W. Reynolds, United Pacific; vice-president, R. A. McGuire, Pacific Employers; secretary, George I. Conklin, Pacific Indemnity; governing board, J. T. Blalock, Pacific Indemnity; Arthur M. Eppstein, Oregon Automobile; T. R. Mansfield, Gulf.

### Mutual Commerce Casualty Case Reviewed on Appeal

ST. LOUIS — The United States court of appeals has taken under advisement the appeal of Superintendent Leggett, as successor receiver of Mutual Commerce Casualty of Kansas City, from the decision of Federal Judge G. H. Moore, who upheld claims totaling \$65,000 by John R. Green, trustee of Chilcote & Co., St. Louis agency, which had served as general agent for Mutual Commerce Casualty before it was thrown into receivership by former Superintendent Jackson.

Judge Moore also held that Superintendent Leggett, as receiver, had a "tentative and unsecured claim" as a general creditor against the Chilcote agency of \$57,891. This money represented premiums collected by the agency on policies it had placed with the Kansas City company.

### \$65,000 Item Given Preference

The \$65,000 which Judge Moore directed was to be paid in cash, prior to any other claims against Mutual Commerce, by Superintendent Leggett, was part of \$96,000 which had been sought by Trustee Green in the agency's reorganization proceedings. The district court found that the Chilcote agency had made a \$50,000 contribution to Mutual Commerce Casualty in 1947 and that William Landwehr, a business associate of Donald E. Chilcote, head of the agency had turned over another \$15,000. The claims of the trustee for an additional \$10,000 in contributions and for \$21,000 in canceled truck and taxicab insurance policies were denied by Judge Moore.

Chilcote was acquitted in January, 1949, by a directed verdict of Circuit Judge Kirkwood of charges of embezzlement growing out of his agency's dealings with Mutual Commerce Casualty. He filed suit for \$100,000 damages against Jackson and the bonding companies on his official bond as superintendent of insurance, charging that Jackson had permitted the Kansas City company to operate long after he knew its financial condition.

### Felgar to Cal. Field Post

Walter W. Felgar has been named special agent for the North British group in southern California. He has been office manager there for several years.

### A. & H. Standard Bill in Mich.

The Michigan legislature has received a department-backed bill embodying the A. & H. standard provisions

proposal endorsed by National Assn. of Insurance Commissioners.

The measure would provide that carriers might adopt its provisions optionally until Jan. 1, 1956, and after that date they would be required to conform to the act. There are a few deviations in the Michigan bill from the model measure, in order to adapt the provisions to existing Michigan standards. One is the continuance of a two-year contestability clause in place of the three-year clause embodied in the uniform bill.

### J. E. Day Is Confirmed

The appointment of J. Edward Day as Illinois insurance director was confirmed by the state senate Wednesday morning by a vote of 46 to 0.

The annual convention of Florida Assn. of Insurance Agents will consist of a brief election and business session at the Palm Beach Biltmore the afternoon of April 5. This will be sandwiched in during the gathering there of the Southern Agents Conference.

## HIGHLIGHTS OF

# 50 Years

## UNITED STATES STEEL

### The Industrial Family that Serves the Nation

In Pittsburgh, the work shop of the world, the Subsidiary Companies of United States Steel Corporation are vitally important factors. In this district is produced more than one-third of the tonnage of this, the world's largest steel maker. Its plants here pour forth a tremendous variety of steel products—steel for farm and home, for all types of building and construction, for ships, automobiles and railroads, for tools and machinery, for drilling and mining, for thousands of peace-time uses as well as for national defense. Steel is basic in our American economy, and Pittsburgh and United States Steel are key factors in its production.

Basic also is the insurance industry which has long played an important role in the development of commercial, industrial, and cultural America... through providing vast sums of money for research and expansion, and by furnishing the protection which progress demands.



50th ANNIVERSARY YEAR

# NATIONAL UNION

FIRE INSURANCE COMPANY  
OF PITTSBURGH, PENNSYLVANIA



## EDITORIAL COMMENT

### Rendering Controversy Constructive

As in any other human institution, there is plenty of controversy in the insurance business between men with differing points of view. Controversy is unavoidable, is inherent in society and is a part of life. But the very fact that violent controversies can prove so damaging within organizations and companies is proof that controversy is not accepted as a part of life by many people. Differences of opinion would not invoke such violent and emotional reactions as they sometimes do if controversy were accepted as really one of those inevitabilities, such as unpleasant weather or the darkness of nights.

Pluralism, the idea that each person is unique and has a right to express this uniqueness, is the essence of the democratic concept. It is assumed in a democracy that people are different and procedures are established that will draw the strength from these differences, strength through constructive controversy.

It would seem, therefore, that healthy differences of opinion should be fostered, but that harmful excesses of emotion should be avoided if anything but hard feeling is to emerge. Too often excessively heated controversies go beyond mere expression of natural differences between men or groups of men and reflect something more dangerous such as the psychological needs of individuals or groups for attention or recognition or the need to express hostility, or the need for excitement. Where controversy is based on such irrational grounds and the more important causes of conflicts are psychotic rather than any real differences over issues, cooler heads should strive to understand the issues and to direct the solution.

An important step to making controversy creative would seem to be acceptance of it as both inevitable and desirable. Next, the causes of controversy should be determined, understood and dealt with. Many heated controversies are over little things, carried on at superficial levels. They can arise over semantic differences, over mere lack of agreement among people as to the meaning of words. Disagreements can often be traced back to a difference in sources of information of those in conflict. Where these differences remain unrecognized, the parties frequently go on debating as if they were proceeding from the same facts.

Differences in information shouldn't present real difficulties when the par-

ticipants are skeptical and objective about information. It is where somebody feels he has a private pipeline to the truth or where his prejudice prevents him from accepting facts that differences cannot be resolved. In this same area, one frequently finds failure to distinguish between matters of fact and matters of opinion. It is generally recognized that everyone has a right to his own opinion and it is not too disturbing when opposing opinions are expressed, so long as they are recognized as such, but it is when either party treats an opinion, his own or his opponent's, as if it were a fact that the trouble is born.

It is important that some common general goal should be agreed upon in a controversy to make it constructive. Disagreement as to the end goals effectively destroys the chance of a constructive solution, though sub-goals may differ without destroying this chance.

Malcolm S. Knowles, executive secretary of the Central Y.M.C.A. in Chicago, an adult education specialist who has made a long special study of controversies between individuals and within organizations, maintains that a great disservice to constructive controversy has been rendered by the widespread abuse of parliamentary procedure. He feels that the idea has grown up that the only way to resolve a disagreement is to take a vote. This, he points out, has the effect of finalizing the split. The majority wins and the minority loses and the real issue has not been solved; the fundamental nature of the disagreement has not been changed.

He has found that it often helps to clear thinking in the middle of a heated controversy if time is taken out to list the possible solutions, much as follows:

By one side having the power to enforce its will on the other. This is really what happens under parliamentary procedure.

By both sides agreeing to drop or "table" the matter. This is an escape feature that leaves the problem unsolved.

By both sides agreeing to refer the matter to someone else for decision. This also is escaping from the acceptance of responsibility, unless the responsibility really belongs elsewhere.

By both sides making some concessions until a compromise is reached. This is a more mature behavior than any of the preceding methods, but may still not result in the complete and permanent solution.

By one side converting the other through persuasion. This is acceptable, provided there is real persuasion and not coercion.

By everybody giving his loyalty to the group rather than to "sides," and focusing his attention on solving the real problem by the scientific process of

(1) defining the problem, (2) objectively examining all the facts about it, (3) digging through all the possible solutions, (4) testing the solutions as to their workability, and (5) agreeing to the solution that best meets the requirements of the situation, differences of opinion can be made helpful.

## PERSONAL SIDE OF THE BUSINESS

**John A. North**, president of Phoenix of Hartford, has been appointed by Governor Lodge as chairman of the Connecticut citizens committee for the Tarawa, a United States navy aircraft carrier that was "adopted" by the state, inasmuch as there is now no U.S.S. Connecticut on the navy list.

**C. W. Olson**, of C. W. Olson & Co., goes to Houston to preside at the convention of National Assn. of Surety Bond Producers from Sarasota, Fla., where he and his brother R. A. Olson operate a modern 32-apartment at Lido Beach (adv.). R. A. Olson will be going to Sarasota when C. W. Olson returns from the Houston convention, and C. W. Olson, Jr., also of the Chicago agency, is also going to work in a stay there.

Fraternalizing at Ponte Vedra Beach, Fla., prior to the W.U.A. meeting at St. Augustine in April are **E. A. Henne**, vice-president and western manager of America Fore; **John C. Harding**, executive vice-president and western manager of Springfield F. & M., and **Roy A. Sellery**, treasurer of Western Adjust-

**Ford S. Taft**, the new Wyoming commissioner, was born at Milford, Mich., 59 years ago. He attended business college at Sedalia, Mo., and his first job was in 1915 with Hartford Fire at Denver in the livestock transit department. After serving in the first war he went with a tire manufacturing company at Denver, and in 1930 entered the life insurance business with Penn Mutual Life at Denver. He left the business for a time but in 1943 he reentered the business in northern Wyoming with Mutual Life and in recent years his headquarters had been at Sheridan. He is a former president of Northern Wyoming Assn. of Life Underwriters.

**H. C. Davis** of New York Underwriters is on a business trip to the Pacific Coast.

**Fenton A. S. Gentry**, president of Southern Fire & Casualty of Knoxville, has been elected a founding member of Young Presidents' Organization. Eligibility for membership requires that an applicant must have been elected president of a qualified corporation while not more than 39 years of age.

**Robert R. Burrige**, assistant examiner in the western department of Crum & Forster, and Mrs. Burrige, announce the birth of a 7½ pound daughter, Nancy Jean, March 19. The grandfather is Howard J. Burrige, president of THE NATIONAL UNDERWRITER.

**Fred M. Dominick**, retiring vice-president and comptroller of the Boston, was honor guest at a dinner at New

York City. Mr. Dominick has been quite active in Insurance Accountants Assn. and a number of fellow members from Hartford, Boston, New York and surrounding territory gathered to wish him well as he leaves active business to live in a place he has owned for many years in New Hampshire.

**L. D. Brill**, president of Northwestern Mutual Fire, was honored by associates on his 40th year with the company. Alfred Rode, vice-chairman and general counsel, presented him with an anniversary pin. Mr. Brill started with the company in the bookkeeping department in 1910, was made assistant secretary in 1923, secretary-treasurer in 1929, and a director in 1940. He became president in 1944.

**Clinton L. Allen**, president of Aetna Fire, observed on March 15 his 30th anniversary with the organization. He started with Aetna in 1921 as special agent in Michigan.

The Rucker agency at Rolla, Mo., recently celebrated its 50th anniversary of representation of Maryland Casualty. **B. H. Rucker**, founder of the agency, is still living and attended a testimonial luncheon which Maryland Casualty gave in his honor. **H. A. Martin**, resident vice-president at St. Louis, was host at the luncheon, and presented the agency a 50-year service plaque.

**C. E. Freese**, prominent local agent of Detroit, is on a trip to Hawaii.

**Hayes McKinney** of the Chicago law firm of McKinney & Carlson, which is counsel for Western Underwriters Assn. and handles most of the fire insurance organization legal work in the middle west, is hospitalized and apparently will be unable to attend the W.U.A. meeting at St. Augustine in April.

**John Virgil Richards, Jr.**, of J. V. Richards & Son, managing general agents of Nashville, was married to Mrs. Garland H. Hayes at Palm Beach, Fla. They had a wedding trip to Cuba. Mrs. Richards is the widow of the late Garland H. Hayes, a former vice-president of Bankers Trust Co. of New York.

**Eric W. Edwards**, assistant accident manager at the home office of Pearl, who has been in New York since November studying American casualty methods, is making a trip through the middle west with Pearl field men. He was in Cleveland last week and in Cincinnati this week and expects to visit Detroit and other middle western cities. He will visit Toronto before returning to London late in April. While in the British army during the war, Mr. Edwards was for some time attached to the U. S. 5th army during the African and Sicilian campaigns.

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## DEATHS

John M. Thomas  
Dies at Age 77

The death of JOHN M. THOMAS, chairman of National Union, causes a significant thinning of the ranks of the older generation of fire insurance executives.



John M. Thomas

Mr. Thomas died at West Penn hospital at Pittsburgh of a heart ailment after just a brief illness at the age of 77. He had given a brief message from the dais as recently as Feb. 27 at the banquet during Pittsburgh Insurance Day. He had been engaged in the insurance business 59 years. His son, John M. Thomas, Jr., is with Caledonian at Philadelphia.

Mr. Thomas was just a year and a half younger than his late brother, Charles F. Thomas, who was for so many years manager of Western Underwriters Assn. A third and younger brother, Earl Thomas, who was with Home in Missouri, died a number of years ago in an automobile accident. Mr. Thomas in 1927 served as president of what is now Western Underwriters Assn. In 1943 and 1944 he was president of National Board.

Mr. Thomas was born at Oxford, Ind., and in 1892 went to Topeka along with Charles Thomas. They were employed by their brother-in-law, who was with Phenix of Brooklyn there handling Kansas, and Indian territory. John Thomas in 1900 became state agent at Dallas for Phenix, traveling in Texas and Arkansas. Then in 1909 he started engaging in the general agency business at Dallas, the firm being first Cochran, Thomas & Co. and later John M. Thomas & Co. when James W. Cochran became western manager of Fire Association. In 1917 Mr. Thomas became secretary in the western department of Fidelity-Phenix under the late Charles R. Street. In 1918 he went to Fire Association as western manager when Mr. Cochran went to Philadelphia as vice-president of that company. Mr. Thomas became western manager of Aetna Fire in 1923 when Ralph B. Ives was elected president of Aetna.

In 1927 he went to the head office of Fire Association as vice-president and a director. Then for a brief time commencing in 1930 he was with Home of New York. The next year he was installed as president of National Union to engage in a major overhauling program and he took with him to Pittsburgh as his first lieutenant, Harry A. Yates. He continued in the presidency

until 1949 when he became chairman and Mr. Yates was elected president.

Mr. Yates, who retired earlier this year, had been at Tucson, Ariz., but was enroute back to Pittsburgh and was at Springfield, Ill. when he was notified of Mr. Thomas' death.

Mr. Thomas was a former director of the U. S. Chamber of Commerce. He had been a trustee of Underwriters Laboratories and a vice-president of Insurance Federation of Pennsylvania.

JAY WEEKS, 71, who retired about three years ago as Minnesota state agent for Home, died at Minneapolis. For many years Mr. Weeks was associated with John E. Jackson, now resident secretary for Home at Minneapolis, as co-state manager for Minnesota.

JOHN KAY, 78, retired vice-president and treasurer of Firemen's, died while vacationing in Florida. He joined the company as an office boy in 1889, was elected treasurer in 1910 and vice-president in 1913. He retired in 1934. His father, the late David Kay, was a director of Firemen's and his brother, the late David Kay, Jr., was general counsel of Mutual Benefit Life.

CALVIN B. ROULET, 79, vice-president of National Fire died at his home, at West Hartford. After early experience in the advertising and automobile business he joined National Board in 1901, became



CALVIN B. ROULET

chief electrical inspector in 1904; then secretary of Texas Fire Prevention Bureau. In 1909 he was appointed manager of the Texas Fire Insurance Actuarial Office, where he built a reputation as a rate expert. In 1913 he joined National Fire as general agent at the home office, became assistant secretary, secretary and vice-president in all companies of the group in 1929.

Mr. Roulet was active in forming the group's automobile and inland marine

departments and was especially recognized for his supervision and development of National's Tropical American business. In recent years he has also supervised the advertising activities of the group. He was secretary of the building committee which supervised construction of National's present home office building at Hartford.

ALONZO CHURCH, pioneer insurance man of Louisiana, died at New Orleans at the age of 80. At the height of his career he was with North America and is best remembered as that company's representative in Louisiana for nearly 25 years. He was particularly active in fire prevention movements throughout a great part of his life. A son, Randolph Church, is an official of Home with headquarters at Baltimore, and another son, Alonzo Church, Jr., is an independent adjuster at Baton Rouge, La.

Mr. Church was born in Florida and much of his early life was at Austin, Tex. He was educated at University of the South and went with South Florida R. R. He was a member of the first surveying party that crossed the Everglades from Fort Myers to the present site of Miami. He entered the insurance business with Alonzo Church Lee in Mississippi and after a short time in a local agency at Woodville, Miss., he went to New Orleans as an inspector for New Orleans Compact Office, which was the rating organization. When this bureau was terminated by anti-trust laws, Mr. Church organized and operated along with Anderson Offcut, the Louisiana Inspection Bureau. That partnership was dissolved in 1903 and Mr. Church then became special agent for North America. The inspection bureau was taken over when the first Louisiana Fire Prevention Bureau was organized under state supervision.

In 1927, Mr. Church became vice-president of La Salle Fire of New Orleans and in 1933 he went to New York to become vice-president of Inter-Ocean Reinsurance. He retired in 1940 and went to New Orleans. During the last war he was secretary of Assn. for the Reduction of Fire Loss (committee on war activities and fire protection).

DREW W. WHITEHURST, 61, died at Oklahoma City. He had been suffering for more than a year with heart trouble, and had retired in 1949. He went to Oklahoma City in 1918 and in 1925 became associated with Travelers Fire, later becoming manager for Oklahoma and Arkansas. He was a life member of the Blue Goose and active in organization affairs.

JOHN A. SCHULTZ, 71, of Chariton, Ia., formerly of Des Moines, died of a heart attack at Chariton. He was a special agent for 25 years with Great American until retirement three years ago.

JAMES G. STEDMAN, local agent at Denmark, S. C., died at his home there after a long illness.

MISS MARY ALEXANDER, formerly with the production department of Millers National, died at Indianapolis. She started with the company in 1934 and had been retired since 1949.

MISS JEAN WINN, 14, daughter of Mr. and Mrs. S. D. Winn, fell or jumped to her death from the 10th floor of the Huntington building in Miami. Mr. Winn is supervisor of the Miami office of Pennsylvania Life, Health & Accident.

ROBERT D. EADIE, 69, adjuster for Bituminous Casualty at Belleville and Carbondale, Ill., died in a hospital at East St. Louis, Ill.

FRANK N. BUCHANAN, 67, North Platte, Neb., local agent since 1908, died at his home.

## Miller Speaks at Dallas

DALLAS—Melvin J. Miller of Fort Worth, president of National Assn. of Insurance Agents, spoke to his close neighbors on "Our Heritage" at a luncheon meeting of the Dallas association. He reviewed the achievements of organized agents, ranging from establishment of the principle of agency ownership of expirations to community programs for holding down fire waste.

J. Frank Holt, president of the Dallas association, presided.

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of  
Fire Insurance Companies

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1871

The Connecticut  
The Insurance Co. Hartford, Conn.

1850

EQUITABLE  
Fire & Marine Insurance Company  
PROVIDENCE, R.I.

1859

ATLANTIC FIRE INSURANCE CO.  
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## New Officers of Midwestern Group



## NEW OFFICERS OF MIDWEST TERRITORIAL CONFERENCE OF N.A.I.A. ELECTED AT CONVENTION AT MEMPHIS:

Standing: J. L. Ashton of Milwaukee, chairman; H. W. Huttenlocher, Pontiac, Mich., and A. G. Harrison of Louisville, vice-chairmen, and Urban Krier, executive secretary of Wisconsin association, director of 1952 convention activities at Milwaukee. Inset: E. L. Williams, president of Insurance Executives Assn., as he addressed the meeting.

Seated: H. H. Corson of Nashville, chairman of future projects committee; Kenneth Ross of Kansas City, vice-chairman, and T. K. Robinson of Memphis, secretary.

## SS Administration Sets a Comprehensive Contributory System as Its First Goal

WASHINGTON—The annual report of the social security administration recommends "a comprehensive, basic national system of contributory social insurance as the first goal." Also "complete coverage of all gainful workers, protection of income loss in periods of sickness and disability, social insurance against the costs of medical care."

The report shows that OASI benefits were paid to nearly 3 million persons in the sum of \$749 million during fiscal year ending June 30, 1950. Commenting on the 1950 social security amendments, the report says:

"The amendments will make it possible for a substantial number of persons now approaching or beyond age 65 to qualify for insurance benefits either immediately or within a very short time. Undoubtedly these changes will help reduce the number of aged persons who must rely on old age assistance for support. The discussions and debate on the amendments gave evidence of a growing conviction that contributory social insurance must remain the foundation of social security in this country."

Answering the question "what can be done," to fill certain gaps in coverage, the report says among other things that the business community should "take the lead in pointing up inadequacies in existing programs such as state unemployment compensation, state workmen's compensation, and press for the increase of protection either through voluntary means or, where necessary, compulsory means against the risks of loss of income due to temporary illness."

## Underwriters Hear Leverone

Nathaniel Leverone, chairman of Automatic Canteen Co. of Chicago, will address a luncheon of Chicago Casualty Underwriters Assn. on April 4. Mr. Leverone is well known nationally as an inspirational speaker and is an important civic and business leader in Chicago.

## Several Insurance Bills Are in Illinois Hopper

The Illinois legislature, always a slow starter, now is getting up steam, and hearings were conducted this week on two insurance bills of the dozen or so submitted up to now.

The house held a hearing Tuesday afternoon on a bill to increase the wrongful death limit from \$15,000 to \$25,000. At the last session, the limit had been raised from \$10,000. A similar bill is pending in the senate.

A senate hearing took up a measure, almost identical to one in the previous legislature, which would provide an allowance of an attorney fee not to exceed \$35 to a plaintiff in automobile collision cases where the judgment is \$100 or less. This, it is feared, would have the effect of causing more suits to go to court than would be necessary. Many collision cases can be settled out of court, and the \$35 extra for the attorney is of course not included.

Also in the hopper is an unemployment compensation disability bill, the future of which is thought to be doubtful, and a bill which would have the effect of making casualty, fidelity and surety policies noncancellable by the company after 30 days from payment of the first premium. Cancellations after that time would be null and void, and the company would be allowed only 30 days after the first payment in which to cancel a policy.

Also on the agenda is the standard provisions A. & H. bill recommended by National Assn. of Insurance Commissioners. The house is also considering three companion measures having to do with the establishment of non-profit voluntary health service plans with the proviso that only 30% of the directors would be required to be doctors. This is understood to be a union-sponsored measure.

Dr. James K. Stack, associate professor of bone and joint surgery at Northwestern Medical School, addressed a dinner meeting of Chicago Casualty Adjusters Assn. Wednesday on "When is a Sprain not a Sprain?"

## Bill Is Completed for "Ad" Rally

The program for the spring meeting of Insurance Advertising Conference at the Park Sheraton hotel, New York April 1-2, has been completed with Mrs. Charlotte Adams, noted editor and analyst of women's buying habits, being signed up to address the closing session the afternoon of April 2.

Mrs. Adams is housekeeping editor of "Charm." She suggests ways to organize home tasks more efficiently and provides practical information on food, home furnishings, household equipment and protection.

Walter H. Riley of American Surety is vice-president and program chairman. The president's reception is to be held the afternoon of April 1.

Wade E. Griswold, executive director of Lithographic Technical Foundation, is scheduled to open the Monday morning session, discussing new developments in the photo-lith and allied processes. Also scheduled for Monday morning is a panel discussion of topics suggested by members, including: What can we do to encourage field men to promote our advertising and get the agent to use it? What effect is the military situation having on our advertising planning?, and Which pays best, individualized campaigns for local agents or campaigns designed for general use? Dwight P. Ely, Ohio Farmers; E. E. Sterns, Travelers; Harry Helm, Glens Falls, and Newton B. Hawley, National Fire, are panel moderators.

Frank Lovejoy, marketing and sales executive of Socony-Vacuum Oil Co., will speak after the luncheon.

The afternoon session will be opened by Whitney H. Roddy who conducts a progressive local agency at Bloomfield, N. J. He will tell how advertising and public relations techniques have been employed in the development of his business. Mrs. Adams' address will conclude the program.

## Points Out Problems of Insuring Dental Care

Don't insure losses that occur frequently, the amount of which is small, such as perhaps the common cavity, George Kline, deputy New York insurance superintendent, told the council on dental health of the Dental Society of the State of New York at Syracuse. The council is seriously exploring the possibility of establishing a dental health service plan for prepaid insurance of dental care. Part of the three day meeting was devoted to investigating the insurance problems of such a project.

Mr. Kline delineated the insurance principles involved in any project of this kind. The law sets up certain standards with respect to rates for coverages. Such rates must be adequate and not unfairly discriminatory. No one has figures on the incidence of the need for dental care. The important question to consider is whether the need is insurable. He pointed out that it might cost more than \$5 for a health service plan to pay a \$5 charge for a cavity, which is uneconomic.

There must be an insurable interest, he said. The event must be fortuitous and not controllable by insured; it must be both predictable and measurable. He noted that in England before the health service was established the citizens didn't go to the dentist "from fear of the bill, not fear of the drill." After the plan was set up, people waited in line to receive dental care.

Stanwood L. Hanson, assistant vice-president of Liberty Mutual, has been appointed a member of the President's committee on national employ the physically handicapped week.

## Up N.Y. Financial Responsibility Law Limits to 10 and 20

## Set Up Fund to Cover Civilian Defense Workers in Empire State

NEW YORK—Though there was no fire insurance legislation of consequence put through the New York legislature just closed, a few casualty measures of importance have been or are expected to be signed by the governor.

Among them is the bill on workmen's compensation for civilian defense workers. The nature of the measure strongly implies that since employers are responsible for W.C. of employees while functioning as civil defense workers, during employment, employers would be liable for W.C. benefits on any employee injured or killed as the result of a hostile attack. In discussions at Washington of war damage cover to embrace such injuries and deaths insurers and employers have strongly urged the latter's basic non-liability. The action in New York may have considerable bearing on what is done in Washington on this problem.

The measure empowers the legislature to create a fund for payment of W.C. benefits to civilian defense workers injured while working at CD when not working for the employer. But no benefits shall be paid if an employee is otherwise entitled to receive W.C. Thus he would, presumably, get W.C. from the employer, if injured or killed doing CD during employment.

Another measure doubles to 10/20 the limits under auto financial responsibility. This means that insured with 5/10 who has an accident does not qualify under the FR law. The state is expected to call this to the attention of motorists, and agents will have to get busy and bring insured's limits up to the new standard. Insurers are not cheering these days for anything that increases auto casualty cover, which continues to be a great tragedy. However, the higher limits will bring in additional premiums, even though underwriters long have questioned the adequacy of the excess limits charges. It is estimated that about half of New York cars carry 10/20 or more now.

## Exemption Is Created

Another auto bill exempts operators or owners of cars parked or standing at time of accident from proof of FR unless in violation of local ordinance or traffic law.

A two year limitation was put on the authority granted by legislators to the state fund to write employers liability. A recent decision held the fund could not write the 1B coverage which threw into doubt most of its outstanding policies, to that extent.

The bill passed that alters the appeal procedure in workmen's compensation cases, reducing some of the attorney general's powers and shifting them to the workmen's compensation board. This is expected to speed up appeals. The bill was sponsored by the Associated Industries of the state.

Another measure favorably regarded by employers provides that if an employee entitled to W.C. has been disabled because of occupational disease and has recovered so as to engage in

(CONTINUED ON PAGE 32)

## General Re and North Star Report

Assets of General Reinsurance at Dec. 31 reached a new pinnacle of \$58,300,776, a gain of \$4,743,683, and the affiliated North Star Reinsurance assets reached \$24,605,486, an increase of \$3,038,592. Holdings of cash and government obligations constituted 40% of the General Reinsurance investments and

49% of North Star's.

Claim reserves of General Reinsurance amounted to \$25,484,953, an increase of \$1,143,849, while North Star claim reserve at \$2,351,402 was up \$661,967. General Reinsurance premium reserve at \$7,737,950 was up \$666,803, while the same reserve in North Star stood at \$13,834,048, an increase of \$1,245,109.

Both companies showed substantial increases in surplus to policyholders—General Reinsurance at \$21,627,688 was up \$3,403,549 and North Star at \$6,919,771 was up \$761,373.

## We always place these lines with Hartford Steam Boiler...



That's more than habit, Tom. You can't get around these facts:



**First:** — The chief reason our clients carry boiler and machinery insurance is to get expert help in avoiding accidents. To deliver

that sort of help, the insurance company's engineers and inspectors must have a very special skill and knowledge. That's where Hartford Steam Boiler shines.

**Second:** — Hartford Steam Boiler has specialized in this one line for 85 years — writes more boiler and machinery insurance than any other company. It has the largest staff of engineers and inspectors.

Our policyholders can count on quick, expert help in emergencies.

**Third:** — Hartford Steam Boiler's inspections often develop suggestions that add years of useful life to our client's expensive equipment.

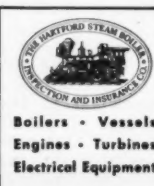
**Fourth:** — Our Hartford Steam Boiler Special Agent is worth a lot to us in helping us work out technical details and seeing that our clients have adequate coverage.

**Fifth:** — (and by no means least), no client has ever challenged our choice of this company for his boiler insurance. Our policyholders like Hartford Steam Boiler's thoroughness and skill. We like it, too. It makes for satisfied customers.

*It Pays to Choose the Best*

**THE HARTFORD STEAM BOILER  
INSPECTION AND INSURANCE COMPANY**

Hartford 2, Connecticut



Boilers • Vessels  
Engines • Turbines  
Electrical Equipment

## New Jersey Approves Plan D Without W. C.

Retrospective rating plan D for use in connection with automobile liability and general liability risks has been approved by the New Jersey department.

The plan may not be applied to New Jersey workmen's compensation risks, making it similar to the plans now operating in Arizona, California, Colorado, Massachusetts, Nevada, North Dakota, Ohio, Oklahoma, Oregon, Puerto Rico, Texas, Utah, Virginia, Washington, West Virginia and Wyoming.

Under the approved setup, plan D is available in New Jersey on an optional basis for risks producing \$5,000 premium for basis limits. It may be applied separately to general liability or automobile liability or in combination provided the eligibility requirements are met. The plan may also be applied on an intrastate or interstate basis. If on the interstate basis, workmen's compensation exposures located in states other than New Jersey may be included in the rating if the risk is not domiciled in that state.

The department has stated that the automatic premium adjustment rating plan, currently in use in New Jersey, may no longer be applied to risks eligible for rating under plan D. The automatic premium adjustment rating continues for application to risks with premiums of \$1,000 to \$5,000.

## To Do Away with Ill. Surcharge on "Clean Risk"

The Illinois department has approved proposed changes in the automobile assigned risk plan and a new agreement is now being submitted to members for their signature with the idea that the effective date would be July 1. This, among other things, eliminates the surcharge on the so-called clean risk. This appears now to be the national pattern. It was a move that was strenuously advocated by a number of companies and insurance commissioners on either coast, but with stiff opposition on the part of important insurance interests, until just recently. Another new provision in the Illinois plan is the imposition of a \$5 application fee which is intended to curb the not taken abuse.

Lakewood, O., has been rerated by Ohio Inspection Bureau from 2nd class to third; Loudonville from 7th class to 6th, and Larue from 9th class to 7th.

## Surety Bond Producers Perfect Shamrock Card

The program has been completed for the convention of National Assn. of Surety Bond Producers March 29-30 at the Hotel Shamrock, Houston.

With C. W. Olson, Jr., Chicago, presiding, the meeting will get under way with greetings by Gus S. Wortham, president of American General of Houston.

Martin W. Lewis, general manager of Surety Assn. of America, will discuss "The Defense Program and its relationship to the Surety Business"; Howard Tellespen, president Tellespen Construction Co., Houston, will speak on "Inter-Relation Between Contractor and Surety Bond Agent," and Edward H. Cushman, Philadelphia attorney and specialist in construction industry problems, will speak on "The Project—the Credit Man and Security."

That afternoon Carl Dauksch of the Atkinson-Dauksch Agency of Columbus, a member of the association's executive committee, will speak on "Preservation of the Producers' Business," and general discussions will follow on contract bond production.

At the morning session March 30 Robert W. Thompson of Kirkpatrick, Thompson Co., Dallas, will speak on "The Origin of This Association and Why," and Durel Black of Black, Rogers Co., New Orleans, will discuss "What This Association Means to Its Members and the Surety Industry." Both speakers are past presidents of the association.

Informal discussions will center about blanket fidelity bonds, the defense program, trends in private construction, and servicing clients in foreign territory.

There will be a joint dinner March 30 with members of National Assn. of Casualty & Surety Agents, which will meet at the Shamrock March 30-31.

## Revise Auto Liability Rates in Kansas

National Bureau of Casualty Underwriters has announced a revision of automobile liability rates in Kansas.

The overall effect for private passenger and commercial automobiles is:

Private Passenger	Commercial
B.I. + 1.9%	B.I. — 15.1%
P.D. + 19.5%	P.D. — 5.4%

Rate changes have also been made for funeral cars, hearses and school buses.

## Illinois Federation Leaders



Top officers of Insurance Federation of Illinois at annual luncheon at Chicago Monday along with Insurance Director J. Edward Day of that state, who was the main speaker: John A. Henry, vice-president and general counsel of Continental Casualty and Continental Assurance, retiring president, now board chairman; Mr. Day, Lillian L. Herring, secretary-treasurer; Urban M. Lelli, secretary Phoenix of Hartford, first vice-president, and Harry H. Fuller, special representative of National Bureau of Casualty Underwriters, new president.

## Illinois Hearings Vote

Insurance told those at Chicago Illinois and will of the legislature plus request for a wholly in that although code



H. H.

local cost \$25,000, size the and in taken place a few weeks out "How the protection and look years?"

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## Illinois Federation Hears Day's Views, Votes in Fuller

Insurance Director Day of Illinois told those attending the annual meeting at Chicago of Insurance Federation of Illinois that the department has prepared and will sponsor a bill in this session of the legislature to raise company surplus requirements for qualification. Mr. Day asked for the support of the federation to strengthen what he termed wholly inadequate requirements. He said that although most of the Illinois insurance code is excellent, a mutual or recip-



H. H. Fuller



J. Edward Day

rocal company can be qualified with only \$25,000 surplus. This does not recognize the great changes in dollar value and in the size of claims which have taken place, he declared. He said that a few average losses in some lines might wipe out a \$25,000 surplus in a month. "How then can our department supply protection when it is equipped to go in and look at the books only every three years?" he inquired.

At the meeting, Harry H. Fuller special representative of National Bureau, and 1st vice-president of the federation, was elected president. John A. Henry, general attorney for the Continental companies, the retiring president, became chairman. Urban M. Lelli, secretary of the Phoenix-Connecticut group, was elected 1st vice-president and Lillian L. Herring, was reelected executive secretary and treasurer.

Chase M. Smith, general counsel of the Kemper companies, said that the federation has been useful in obtaining a unity of action among the diverse elements in the insurance business in their resistance to state encroachment and in maintaining a central organization available for constructive action at any time. He feels that there is an opportunity for more usefulness in this field and that in the past year the federation has not been particularly effective so far as its external manifestations are concerned. The federation has not been advertised, it has organized no constructive campaign, reformed no sins, denounced no evils and promulgated no gospel other than that of resistance, according to Mr. Smith. He reiterated, however, that the first concern of the federation is with the basic legislative problem to see that the insurance business remains a private or free and not a state enterprise.

Mr. Henry presided and his quiet wit combined with the delightful unpredictability of Mr. Smith's conduct oiled the meeting with good cheer. Mr. Henry was presented a desk barometer-thermometer for his services and a framed testimonial was presented to L. D. Cavanaugh, president of Federal Life of Chicago, who was retiring as chairman of the federation after many years of official service to it.

Mr. Day, in his first lengthy speech since taking office, delineated his regulatory philosophy, saying that the legislature did not intend that the director should be required to lend his name to a rate approval based entirely on someone else's unsupported judgment. "This is not an academic matter," he declared. "Very recently I was asked quite forcefully by a newspaper to explain on what

basis we permitted one rate to be charged in one territory and a much higher rate to be charged for exactly the same coverage in another territory. Frankly I was on the spot. I found we had no statistics worth the paper they were written on, nothing but somebody else's supposition to justify the difference. We are going to have to demand statistical justification for territorial rate distinctions."

### Wants No Rigid Patterns

Mr. Day expressed the opinion that in its rate regulatory work no state

insurance department, no matter how well staffed or budgeted, should expect to force adherence to rigid patterns that leave no play for rivalry and progress engendered in the market place. He said, however, that the legislative policy expressed in the state rating laws is not an insistence upon competition but a reliance on departmental advance approval and continuing departmental supervision as to casualty and fire rates. Arguments occasionally have been directed to the department in favor of wide open discretion for the companies in fixing rates, but this in fact involves

basic legislative policy, he declared. The department, as an administrative agency, could not yield to such a point of view except by ignoring or misinterpreting the provisions of the rating law, he opined.

Mr. Day has found that with only half a dozen exceptions the state insurance departments of the land are undermanned, underbudgeted and often the victims of excessive turnover. He said that Illinois has been in a sound position for some years by spending about 5% of insurance taxes and fees collected in operating the department.

## NORTH AMERICAN CASUALTY and SURETY REINSURANCE CORPORATION

DECEMBER 31, 1950

### ADMITTED ASSETS

U. S. Government Bonds .....	\$37,743,838.93	
Canadian Government Bonds .....	51,120.69	
Railroad Bonds .....	544,218.60	
Public Utility Bonds .....	334,111.87	\$38,673,290.09
Railroad Stocks .....	301,200.00	
Public Utility Stocks .....	1,035,197.00	
Miscellaneous Stocks .....	5,266,120.00	6,602,517.00
Mortgages .....		117,896.36
Cash in Banks and Office .....		1,448,361.03
Reinsurance Balances in Course of Collection....		1,203,360.15
Funds Held by Ceding Reinsurer.....		41,803.29
Interest Accrued .....		97,513.01
		<u>\$48,184,740.93</u>

### LIABILITIES

Reserve for Outstanding Losses.....	\$21,183,359.83
Reserve for Loss Adjustment Expenses.....	1,540,329.77
Reserve for Unearned Premiums.....	11,841,300.90
Reserve for Contingent Commissions.....	584,698.69
Reserve for Funds Held under Reinsurance	
Treaties .....	524,135.24
Reserve for Retirement Benefits.....	351,915.84
Reserve for Taxes and Other Liabilities.....	223,213.75
Excess of Schedule P Formula over	
Case Estimates .....	212,000.33
Reserve for Non-Admitted Reinsurance.....	47,542.88
	<u>\$36,508,497.23</u>
Capital .....	\$4,000,000.00
Surplus .....	7,676,243.70
Surplus to Policyholders .....	11,676,243.70
	<u>\$48,184,740.93</u>

Valuation of securities on National Association of Insurance Commissioners' basis. Securities carried at \$435,904.29 in the above statement are deposited with State Departments as required by law.

99 JOHN STREET • NEW YORK 38, NEW YORK

## CHANGES IN CASUALTY FIELD

### Louis Hall Resigns Oklahoma Post

Louis W. Hall, has resigned as president and a director of Midwestern Ins. Co. of Oklahoma City. He tendered the resignation immediately following the stockholders' meeting. He will announce his future plans within a few days. Mr. Hall has been president of this company since it was founded in 1948. Previously he was vice-president of Insurers Indemnity of Tulsa.

### Rockwood, Gates Head New American Casualty Offices

American Casualty is opening a new A. & H. department at Boston and a new service office at Springfield, Mass. John T. Rockwood has been named superintendent of the A. & H. department and Philip Gates has been made special agent in charge of the service office.

Mr. Rockwood started in 1912 with Employers Liability, was appointed special agent of Accident & Casualty in 1943, and recently has been special agent of American Casualty. Mr. Gates for-

merly was in the field for Phoenix Indemnity.

Katherine Herr, formerly with the A. & H. department of Preferred Accident at Boston, will assist Mr. Rockwood. The company has named Harold J. Coughlin, formerly supervising underwriter at Boston, special agent in eastern Massachusetts and Rhode Island.

### Davis to Western Casualty

Ben E. Davis has joined Western Casualty in the home office fidelity and surety department. He has been superintendent of the bond department of Continental Casualty at Dallas.

Mr. Davis started in insurance with Employers Liability at New Orleans in 1938, and was transferred to Dallas in 1940. He went with Continental Casualty in 1943.

### W. T. Fee Becomes Officer

Employers Reinsurance has promoted William T. Fee to assistant secretary at Chicago. He has been a casualty underwriter for the organization since 1948.

Mr. Fee entered the business in 1936 with Zurich at Chicago upon graduation from Lafayette College. He was with

Zurich as a casualty underwriter until 1944, when he entered the navy. He studied law in the evenings and graduated from Kent College of Law in 1942. Upon his release from service, he returned to Zurich. He currently is program vice-president of Casualty Underwriters Assn. of Chicago.

### Gardner and Kelly New F. & D. Assistant Secretaries

John C. Gardner and Millard A. Kelly have been elected assistant secretaries of Fidelity & Deposit.

Mr. Gardner has been with F. & D. since 1930 and is an assistant manager of the agency department. He has also seen service at Syracuse, Detroit and Grand Rapids. He is a graduate of University of Baltimore law school and is a member of the Maryland bar.

Mr. Kelly joined F. & D. in 1934 and was appointed special agent in Omaha, and later became assistant manager there. Since 1948, he has been director of education. He is a graduate of Yale.

### Hyde Assistant Actuary

William A. Hyde has been promoted to assistant actuary of Farm Bureau Mutual Automobile and Farm Bureau Fire of Ohio. He was graduated from Leland Stanford and later studied at Cambridge University in England. In 1938 he became the Farm Bureau companies' first local agent in New York, wrote the group's first policy there and in 1939 became the first New York district manager.

He joined the home office staff in 1942, serving in the actuarial department and the casualty underwriting division, has served as instructor for several Insurance Institute courses and is an associate member of American Assn. of University Teachers of Insurance.

### R. L. Priest to American

American has appointed Ralph L. Priest as casualty supervisor in southern California. Mr. Priest has had a diversified experience of more than 15 years in the casualty business in southern California and Arizona, and will be in active charge of the American's casualty operation in this area.

### New San Francisco Manager

Associated Veterans Aircraft & Automobile of Los Angeles has appointed Dane Whitsel manager at San Francisco and John Cottarral special agent.

### Mereness Eastern V.-P.

Henry M. Mereness has been elected resident vice-president and eastern zone manager for Allstate with headquarters at Newark.

Mr. Mereness joined Allstate in 1931 after attending New York University. After home office experience he managed the New York and later the Illinois branches, and after serving for three years as resident manager at Newark, last year was named assistant vice-president and eastern zone manager.

### Scolnick Is Promoted

Joseph M. Scolnick, formerly general claims superintendent, has been promoted to assistant secretary of Sun Indemnity. He started with Sun as a claim examiner in 1924 and the next year entered private law practice at Norfolk, Va. There he handled the legal and claim adjusting work for many insurance companies. He returned to Sun in 1934 and has held various positions in the claim and legal departments.

### Name Jackson at Pittsburgh

Hartford Accident has appointed E. C. Jackson as superintendent of agencies at Pittsburgh.

Mr. Jackson has been with Hartford since 1933. He served in the underwriting department at Pittsburgh until 1940, when he became special agent in the

Altoona territory. Immediately prior to his present appointment, he was superintendent of the casualty department at Pittsburgh. During the last war Mr. Jackson served four years with the army.

### Mead and Morrison Elected

W. K. Mead and E. H. Morrison, vice-presidents of Western Casualty & Surety of Fort Scott, Kan., have been elected directors of the parent company, Western Insurance Securities Co.

### Leddy to Home Office

E. P. Leddy has been appointed underwriting secretary of Hartford Steam Boiler. He will be concerned primarily with coordination of underwriting activities between the home office and the field.

A graduate of Manhattan College, Mr. Leddy joined Steam Boiler as a special agent in 1944, serving at New York and Boston. He became manager at Syracuse in 1948 and at San Francisco in 1949.

### Olsen Minneapolis Manager

Meredith C. Olsen, who lately had been at the head office, has been appointed Minneapolis manager of the Hardware Mutuals. He replaces R. C. Trygstad, who has been named manager at Los Angeles.

Hermann F. Ball has been made manager of the casualty and property department at Washington for Standard Accident. Clyde C. Mill becomes manager of the casualty underwriting department at Detroit. He has been chief underwriter there.

Joe W. Gearrity of the wholesale lumber organization bearing his name, has been elected a director of American Employers, and Employers Fire and a trustee of Employers Group Associates.

### "Clean" Assigned Risks in N. J. to Get Standard Rates

Effective April 1, so-called "clean risks" under the New Jersey assigned risk plan will be insured at standard rates. This will apply also for those in the under-25 or over-65 age classification. The 15 day waiting period previously in effect has been cut to two days.

The changes have been approved by the New Jersey department and all companies participating in the plan.

A clean risk is defined as one who has not been involved in any accident, not been convicted of a motor vehicle or non-motor vehicle law violation and has not been required to file evidence of financial responsibility under any motor vehicle responsibility law during the three years immediately prior to application. The surcharge will remain in force for all other risks.

### Southern 1752 Club Elects

About 30 members of Southern 1752 Club attended the annual meeting at Greensboro, N. C., at which S. Arthur Stewart, Shelby Mutual Casualty, was elected president to succeed Henry D. Haywood. A. H. Campbell, Utica Mutual, was named vice-president and secretary, and Edward Rinard, Hartford Mutual, was named vice-president and treasurer. After the business meeting there was a golf match, cocktail party and banquet.

### Require School Bus Cover

Operators of motor buses used to transport children to and from public or private schools would be required to carry liability insurance under a bill introduced in the Missouri legislature.

It would authorize public school boards to pay the premiums on such insurance. Under the existing statutes they are not permitted to spend public school funds for that purpose.

### Non-O State P by Wis

MADISON, Wis. (AP)—A bill to amend the Wisconsin insurance code, which would require non-Ohio companies to obtain a license to do business in the state, was introduced in the Wisconsin legislature today.

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### SALES IDEA OF THE MONTH



### How's Your Service?

The next time you drive into your automobile service station, look at the signs, display racks, and other equipment—not as service facilities, but as possible sources of accidents and liability claims. They may have been installed on a lease or loan agreement containing a "hold harmless" clause which requires special treatment on a liability policy. The driveway permit, too, may need special coverage.

Check this with the proprietor and offer him your service in tailoring a policy without liability loopholes. Check other business places in your community, too, for hidden liability exposures.

Your Zurich-American field man will gladly discuss with you other ideas for holding and improving your present business and winning new business.



Zurich General Accident and Liability Insurance Company, Ltd.  
American Guarantee and Liability Insurance Company  
HEAD OFFICE 135 S. LA SALLE ST. CHICAGO 3, ILLINOIS



## ACCIDENT AND HEALTH

### Non-Occupational Disability State Fund Bill Killed by Wisconsin Assembly

MADISON WIS. — The state assembly has killed a bill which would have provided a compulsory state insurance fund for non-occupational disability from illness or accident. It would have covered employers of one or more persons. Employers would have contributed 1½% of their payroll and workers 1% of their wages up to \$3,000 a year, with the fund and administration in the hands of the industrial commission, similar to the present unemployment compensation plan.

Labor organizations were active in sponsoring the bill. The employee-employer advisory committee of the industrial commission has not endorsed a sick pay bill. Another factor which worked against the compulsory plan was the realization that many private employers already have voluntary A. & H. and hospitalization insurance plans in effect. The assembly voted 68 to 18 to postpone the bill indefinitely.

The assembly also voted to kill a bill that would have added specialists to the panel of physicians now provided under the workmen's compensation act for selection by injured workers.

At a senate judiciary committee hearing on a bill introduced by 10 senators to remove the \$12,500 limit on "wrongful death" damages caused by auto accidents, the possibility of increase in auto insurance rates was stressed. P. N. Snodgrass, General Casualty, Madison, said Wisconsin motorists are paying more for coverage than motorists in other midwestern states, because of the present liberal provisions in Wisconsin statutes which have created favorable conditions for recovery of damages. Mr. Snodgrass opposed removal of the present limit, and proposed raising the limit and letting the jury fix the amount up to the prescribed limit.

### Monks to New York Life

George F. Monks, superintendent of claims of Preferred Accident, has joined New York Life's newly organized accident and sickness department as manager of claims. He began with Travelers and later was with General Accident, in both cases in the claim department.

Robert W. Carey formerly superintendent of the A. & H. department of Sun Indemnity, becomes associate underwriter in New York Life's A. & H. department. He was at one time in the field for Fireman's Fund Indemnity and also supervised the commercial A. & H. division of Royal-Liverpool.

### Hospital Cover for Oldsters

North American Life & Casualty has brought out a new hospital policy designed especially for people from 60 to 75. It provides 30-day hospitalization coverage, incidental benefits up to five times the room allowance and \$100 surgical. It is available to both sexes and there is no reduction in benefits for age.

### Shearer Dallas President

Maynard Shearer, Occidental Life, was advanced to president of Dallas Assn. of A. & H. Underwriters at the annual meeting last week to succeed William A. Crowley, Guardian International Life, who becomes chairman of the board.

Other new officers are: Vice-presidents, Allen M. Cureton, Southland Life, and Davy E. Carroll, Occidental Life; secretary-treasurer, John H. Miles, United Bankers Life.

### Allow Group for Agents

Insurance agents may participate in group A. & H. plans under legislation just enacted by the North Carolina legislature.

The new law extends the group pro-

visions to all agents, but it was introduced specifically because Jefferson Standard Life agents wanted to participate in a group plan. The bill was opposed.

### Bert Hedges Taking Own A. & H. Sales Prescription

ST. LOUIS — In connection with suggestions that he offered for increasing personal production proficiency in selling A. & H. insurance, Bert A. Hedges, Business Men's Assurance, Wichita, told A. & H. Underwriters Assn. of St. Louis that he is taking his own prescription.

"I've put myself out on a limb," he said. "I stated in an open meeting of our agency that I will produce \$500 of new health and accident premiums each month. I am going back to work to make good on that pledge. I have hired another girl to do the details, for I'm going to devote more of my time to personal production."

He said the Korean war and other aspects of the international situation have brought a reprieve for private insurance plans but warned that even in these days of grave national

emergency the socialistic bureaucrats and others high in the government are seeking to tie in their governmental insurance and medical plans and other welfare state ideas with the national defense program. He warned that the only way to defeat these plans is to sell the people on the soundness and efficiency of private insurance. "We've got to quit selling the accessories and get down to the chassis," he declared.

He described the directory put out recently by the Kansas association and suggested that a similar activity be undertaken in St. Louis and Missouri. He announced the formation of a new association at Topeka.

### Asks A. & H. Rate Regulation

The state banking commissioner of North Carolina has asked the legislature to give the insurance commissioner authority to regulate rates on A. & H. insurance, because of alleged abuses in the small loan field. He said many small loan companies are selling A. & H. policies with their loans, the premiums on which average 70% of the net loans made.

While a bill dealing with the situation may be presented at this session, Deputy Commissioner Humphries said it is unlikely that the bill would call for immediate assumption of rate regulation

by the department, which is not equipped to handle such an assignment now.

Senator A. B. Stoney, senate insurance chairman, introduced two A. & H. bills on Tuesday. One would call for a study commission of five persons to report to the 1953 general assembly. The other would give the commissioner authority to regulate A. & H. rates at once. Stoney said his idea was to give the assembly a choice between two courses of action.

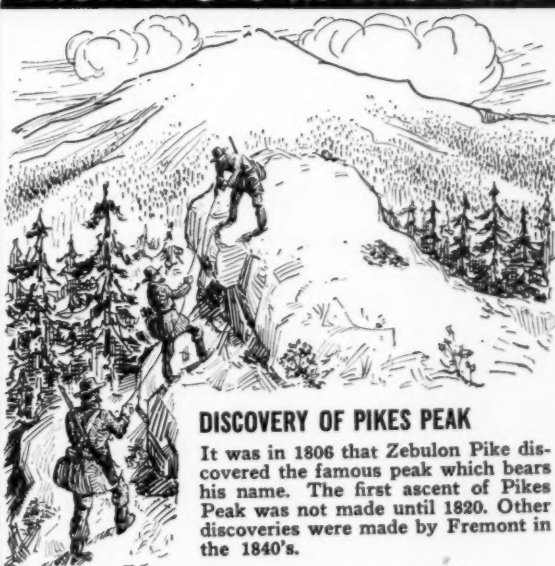
He also plans, he said, to propose that the banking commissioner regulate the amount of A. & H. insurance which may be sold in connection with a loan.

### Hike Mich. Blue Cross Rates

LANSING—Increased hospital costs have resulted in a substantial increase in hospitalization rates by Michigan Hospital Service (Blue Cross) which has its headquarters in Detroit. This service has more than 2,000,000 subscribers in Michigan.

The increases will amount to 30 cents a month for single subscribers and 95 cents for family protection. William S. McNary, executive vice-president, said hospital costs have virtually doubled over the past five years, making the increase mandatory.

## HIGH SPOTS IN HISTORY



### DISCOVERY OF PIKES PEAK

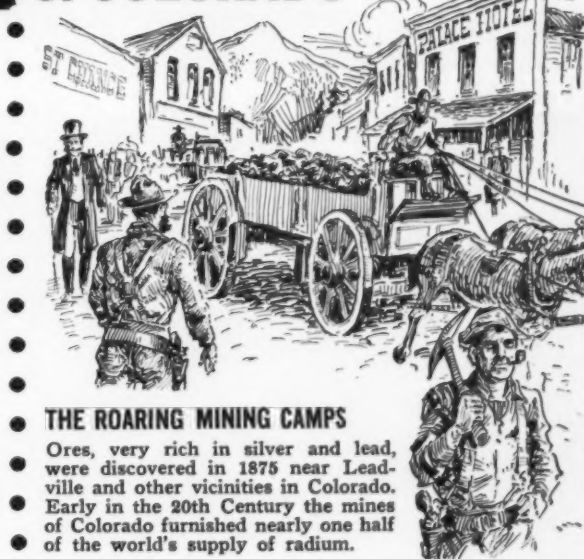
It was in 1806 that Zebulon Pike discovered the famous peak which bears his name. The first ascent of Pikes Peak was not made until 1820. Other discoveries were made by Fremont in the 1840's.



### DISCOVERY OF GOLD

Famous cry of gold seekers in 1850 was "Pikes Peak or bust," because it was that year gold was discovered in Colorado. The most famous strike of gold was made at Cripple Creek in 1891 by a cowboy.

## 6: COLORADO



### THE ROARING MINING CAMPS

Ores, very rich in silver and lead, were discovered in 1875 near Leadville and other vicinities in Colorado. Early in the 20th Century the mines of Colorado furnished nearly one half of the world's supply of radium.

## ALSO A HIGH SPOT . . .

. . . is when an agent joins Hawkeye-Security & Industrial. These companies are proud of the prompt and equitable settlement of claims . . . the fact there is no red tape in dealing with agents . . . that every sales aid is given the agent . . . and a sincere group of field representatives are always at the agent's service. No wonder the trend is to Hawkeye-Security & Industrial.



**HAWKEYE-SECURITY INSURANCE CO.**  
**INDUSTRIAL INSURANCE CO.**

Des Moines, Iowa

## FIDELITY AND SURETY

### GAO Indicates It Will Apply Independent Offsets

The government's general accounting office has indicated it will apply independent offsets to the prejudice of a completing surety, at least to the extent of moneys earned by the contractor prior to the intervention of the surety, in a letter opinion. The letter was addressed to a firm of attorneys in Denver in connection with the Trione Contracting Co. and Western Casualty & Surety, which had the bond on the project and which completed the work.

Involved was \$8,408 that was applied to liquidate a debt to the government of unpaid withholding and other taxes. The job was clearing part of the Granby reservoir site at the Colorado-Big Thompson project in Colorado at a lump price of \$193,340.

### Mass. Surety Underwriters Elect Crandall President

At its annual meeting at Boston Surety Underwriters Assn. of Massachusetts elected Albert F. Crandall, Aetna Casualty, president, succeeding William E. Russell, Massachusetts Bonding.

The new vice-president is Benjamin G. D. Blue, Gilmour, Rothery & Co., Boston. George W. Berry, Massachusetts Bonding, was reelected for his 26th term as treasurer, and Andrew J. Caldwell, Casualty Indemnity, was reelected for a sixth term as secretary.

### Glens Falls, Nat'l Union Now on Treasury Bond List

WASHINGTON—The Treasury Department has approved as acceptable to write surety on federal government bonds, Glens Falls, with underwriting limitation \$2,603,000, and National Union with underwriting limitation \$1,325,000.

### Expanding Naval Station

H. B. Nicholson, James L. Ferry and Van Valkenburgh, all of Pasadena, jointly were low bidders at \$2,896,000 for construction of housing units at the U. S. Naval Testing Station at Inyokern, Cal. Hartford Accident is on the bid bond for Nicholson and Valkenburgh and U. S. F. & G. for Ferry.

George W. Carter Co., Los Angeles, offered the low bid of \$1,273,967 for the additional Salt Wells pilot plant there. St. Paul-Mercury is on the bid bond.

Grafe-Shirley-Lane Co., Los Angeles,

at \$1,792,782, was low bidder for construction of the Hungry Horse dam power plant and switchyard near Columbia Falls, Mont. Hartford Accident is on the bid bond.

### Chicago Safety Engineers Elect; to Hear Claim Talk

Society of Casualty Safety Engineers of Chicago has elected these officers: President, M. V. Woodward, Employers Mutuals of Wausau; vice-presidents, L. A. Tofferi, Phoenix-London group; R. F. Whiteside, Employers Mutuals, and Walter Klick, New Amsterdam Casualty; secretary, T. L. Stone, Casualty Mutual; treasurer, A. E. Forrer, Glens Falls; directors, P. A. Martins, Continental Casualty; John Rapson, Home Indemnity, and H. E. Gibson, New Amsterdam Casualty.

James MacLean, superintendent of claims for Home Indemnity, will address the group at a dinner on April 13.

### Can Write Retrospective in N. Y. for Three Years

The most significant change in retrospective rating plan D for New York, effective Dec. 31, 1950, is the authority to write the plan on a three-year basis. Formerly, the plan was written only on an annual basis.

The workmen's compensation feature of the plan, however, requires that this coverage be written annually, although the final premium adjustment is treated as though there were three consecutive annual contracts.

Revised manual pages are now being distributed. Companies were notified of the contemplated change last November.

### K. C. Board Agent Only

Insurance Agents Assn. of Kansas City is now entirely devoid of company men in its membership, for it consists now exclusively of local agents and brokers. Company people were classified as class 2 members, but three or four years ago most of the branch managers resigned the board on advice of counsel through fear of conflict with public law 15. J. C. Swisher, vice-president of Corroon & Reynolds at Kansas City, continued to support the board, however, and remained as a member inasmuch as neither he nor his company felt there were any legal inhibitions to continuing in the board. Mr. Swisher has now resigned in the interest of helping clear a frozen membership classification. In 1919 the branch office classification was frozen thereby making this a dormant class.

### Kill Reciprocal Licensing

COLUMBUS—The Ohio house, on a voice vote, tabled the bill which would ban the delivery of reciprocal insurance contracts in Ohio unless countersigned by a duly licensed agent. Before the bill was tabled, an amendment was adopted which would have exempted insurance carried by manufacturing or processing establishments or by wholesale or retail stores. The bill was opposed by trade associations which place their insurance through reciprocals. An amendment which would have exempted automobile dealers said to be operating under Cleveland Insurance Exchange, a reciprocal, was defeated. Automobile dealers who write insurance opposed the bill.

### Drew Heads New Unit

ST. PAUL—LeRoy W. Drew has been appointed manager of the newly established fidelity and surety department of the Cathcart & Maxfield agency which is this year marking its 65th anniversary. Mr. Drew will also supervise boiler and machinery. He started in the business in 1937 with Charles W. Sexton & Co., Minneapolis, and remained there until joining Cathcart & Maxfield recently.

## COMPANIES

### Sellinger Main Man in New Insurer

SAN FRANCISCO—Civil Service Employees Union Ins. Co., 249 Pine street, San Francisco, has been licensed to write liability and automobile. It will confine its clientele to public service employees. Capital is \$240,000 and surplus \$349,527. President is C. Frank Pratt and general manager is Leo Sellinger. The latter has been with the California department 15 years and was supervisor of the financial analysis and insurance examinations bureau.

### Auto Dealers Insurer Plans \$2 Million Capital Setup

Mission Indemnity of Pasadena, in process of organization, has applied to the California department for a permit to issue and sell 1 million shares of \$1 par value stock at \$2 per share. The company plans to write general automobile insurance for new car dealers, covering comprehensive, fire, theft, collision, bodily injury, property damage and medical payments.

President is Sewall Brown, Altadena; vice-president, Joseph A. Zahradka; Alhambra; secretary, Orrin C. Cedergren, Altadena.

### Report Buckeye Union Gains

A gain in premium income of \$1,704,329 was reported by the two Buckeye Union companies for 1950. Assets increased \$2,480,122.

Buckeye Union Casualty ended the year with premium income of \$10,158,743, a gain of \$974,635 over 1949. Assets were \$12,855,713, up \$1,731,683. Surplus to policyholders was \$3,311,123, which includes capital of \$1 million. This is a surplus increase of \$834,191.

Buckeye Union Fire showed assets of \$3,699,905 and surplus to policyholders of \$1,201,136, an increase of \$34,522. Its 1950 business totaled \$3,119,071.

Surplus in the following company reports refers to surplus to policyholders.

American Fire & Cas.—Assets, \$4,316,878. Incr., \$536,884. Loss res., \$407,605. Unearned prem., \$946,432. Capital, \$486,000. Surplus, \$1,014,354. Incr., \$271,829.

	Premiums Earned	Losses Incurred
Fire .....	280,193	73,617
Ext. coverage .....	49,137	10,377
Torn., wind, hail .....	16,738	6,578
Sprinkler & water dam. ....	70	—
Expl., riot, etc. ....	—119	—15
Inland marine .....	20,432	7,523
Aircraft phys. dam. ....	393	—10
Workmen's comp. ....	122,369	59,233
Liability (not auto) ....	82,058	29,609
Auto liability .....	403,906	153,536
Auto prop. damage .....	260,323	98,563
Auto phys. damage .....	1,315,615	491,959
Prop. dam. (not auto) ..	17,285	5,699
Fidelity .....	5,965	5,699
Surety .....	17,154	19,350
Glass .....	21,814	12,144
Burglary & theft .....	19,932	8,901
Totals .....	2,633,305	982,725

American Motorists Fire—Assets, \$887,989. decr., \$2,805. Loss res., \$73,951. Unearned prem., \$191,954. Capital, \$400,000. Surplus, \$500,000.

Auto phys. damage .... 537,977 205,583

American Progressive Health—Assets, \$357,091. Incr., \$90,415. Loss res., \$29,063. Unearned prem., \$85,839. Capital, \$150,000. Surplus, \$229,913. Incr., \$50,621.

Accident ..... 101,493 | 30,399 || Health ..... | 156,987 | 71,508 |
| Group A. & H. .... | 324,093 | 174,295 |
| Totals ..... | 582,573 | 276,302 |

Calif. State Auto Assn. Inter-Ins. Bureau—Assets, \$15,131,195. Incr., \$1,904,007. Loss res., \$3,866,950. Unearned prem., \$5,191,037. Surplus, \$4,569,529. Incr., \$56,808.

Auto liability .....	3,713,293	2,103,718
Auto prop. damage .....	1,825,065	725,551
Auto phys. damage .....	4,380,603	1,481,314
Totals .....	9,918,962	4,310,584

Canadian Fire—Assets, \$3,337,362. Incr., \$579,565. Loss res., \$66,796. Unearned prem., \$824,273. Capital deposit, \$300,000. Surplus, \$1,191,496. Incr., \$170,227.

Ext. coverage .....	349,127	104,121
Ext. coverage .....	47,246	25,477
Torn., wind, hail .....	1,750	12
Sprinkler & water dam. ....	5	—
Expl., riot, etc. ....	38	—
Earthquake .....	6,670	—
Crop-hall .....	7,227	5,984
Auto liability .....	—1,128	—
Auto prop. damage .....	—2,569	—
Auto phys. damage .....	270,941	116,748
Totals .....	683,904	247,946

## USE YOUR OWN COMPANIES WHEN POSSIBLE

Otherwise Let Us Help You with Your Unusual or Difficult Problems—



# Lloyd's London

## R. B. Jones & Sons Inc.

C. REID CLOON, Manager

175 W. JACKSON BLVD.

CHICAGO 4, ILL.

## PRITCHARD AND BAIRD

99 John St., New York 7, N. Y.

Wakman 8-3010

WOrth 8-3166

### REINSURANCE

CONSULTANTS AND INTERMEDIARIES

"WE ARE WHAT WE DO"

CASUALTY • SURETY • FIRE • MARINE

Canadian  
Incr., \$188,  
prem., \$31  
Surplus, \$8  
Liability (C  
Auto liabil  
Auto prop.  
Prop. dam.  
Burglary &  
Totals

Central  
Incr., \$29,  
prem., \$25  
Fire .....

Coal Oper  
Incr., \$412,  
prem., \$21,  
\$1,294,127.  
Workmen's  
Liability (C  
Auto liabil  
Auto prop.  
Auto phys.  
Prop. dam.  
Mining p  
Totals

Farm C  
Incr., \$150,  
prem., \$2  
\$12,152.  
Fire .....

Fireman's  
\$95,604, inc  
\$75, Unear  
\$1,700,000.  
Aircraft ph  
Accident ..  
Health ..  
Group A. &  
Cal. UCD  
Workmen's  
Liability (C  
Auto liabil  
Auto prop.  
Auto phys.  
Prop. dam.  
Fidelity ..  
Surety ..  
Glass ..  
Burglary &  
Boiler & m  
Spec. war l  
Totals

Fireman's  
\$14,690,491.  
prem., \$56,  
plus, \$77,85  
Fire .....

Ext. covera  
Torn., wind  
Sprinkler &  
Expl., riot,  
Earthquake  
Ocean mar  
Inland mar  
Misc. marin  
Aircraft ph  
Accident ..  
Cal. UCD  
Workmen's  
Liability (n  
Auto liabil  
Auto prop.  
Auto phys.  
Prop. dam.  
Fidelity ..  
Surety ..  
Glass ..  
Burglary &  
Wartime P.  
Totals

Fireman's  
Loss res., \$  
Capital, \$3  
\$21,084.  
Fire .....

Ext. covera  
Auto phys.  
Excess cata  
Totals

Guarantee  
\$379,039. L  
\$615,889. C  
\$69, inc., \$  
Fidelity ..  
Surety ..  
Totals

Hardware  
770, inc.  
Unearned p  
493, inc., \$  
Fire .....

Ext. covera  
Torn., wind  
Sprinkler &  
Expl., riot,  
Earthquake  
Inland mar  
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Auto prop.  
Auto phys.  
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Totals

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7,523  
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59,232  
29,609  
153,536  
98,563  
491,959  
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19,350  
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103,718  
725,551  
481,314  
310,584  
Incr.  
prem.  
Surplus,  
104,121  
25,477  
12  
5,984  
—1,128  
—2,668  
116,148  
247,946

Premiums	Losses
Earned	Incurred
Canadian Indemnity—Assets, \$2,693,367, inc., \$188,620. Loss res., \$411,563. Unearned prem., \$388,604. Capital deposit, \$300,000. Surplus, \$872,728, inc., \$144,999.	
Liability (not auto) .....	173,261
Auto liability .....	239,722
Auto prop. damage .....	139,035
Prop. dam. (not auto) ..	21,019
Burglary & theft .....	46,739
Totals .....	737,946

Central States Mutual—Assets, \$474,866, inc., \$29,135. Loss res., \$82,800. Unearned prem., \$253,074. Surplus, \$109,070, inc., \$4,042.	
Fire .....	30,185
Ext. coverage .....	10,240
Torn, wind, hail .....	550
Medical payments .....	17,445
Comprehensive .....	48,923
Auto fire & tornado .....	17,025
Cargo .....	4,952
Auto liability .....	121,548
Auto prop. damage .....	121,548
Towing .....	345
Auto theft .....	9,999
Collision .....	156,873
Totals .....	538,732

Coal Operators Casualty—Assets, \$9,377,620, inc., \$412,621. Loss res., \$5,043,079. Unearned prem., \$2,190,215. Capital, \$500,000. Surplus, \$1,394,327, inc., \$115,794.	
Workmen's comp. ....	6,864,764
Liability (not auto) ....	519,899
Auto liability .....	10,975
Auto prop. damage .....	8,618
Auto phys. damage .....	4,576
Prop. dam. (not auto) ..	172,811
Mining machinery .....	720
Totals .....	7,582,363

Farm Owners Mutual—Assets, \$988,858, inc., \$150,066. Loss res., \$54,359. Unearned prem., \$249,180. Surplus, \$590,324, inc., \$92,152.	
Fire .....	412,724
Ext. coverage .....	96,310
Torn, wind, hail .....	52,386
Crop-hall .....	129,870
Inland marine .....	23,263
Personal prop. floater ..	1,639
Turkeys .....	554,500
Totals .....	1,270,592

Fireman's Fund Indemnity—Assets, \$58,009,604, inc., \$2,931,401. Loss res., \$20,384,675. Unearned prem., \$15,595,488. Capital, \$1,700,000. Surplus, \$14,958,721, inc., \$963,416.	
Aircraft phys. dam. ....	103,367
Accident .....	635,096
Health .....	150,576
Group A. & H. ....	60,328
Cal. UCD .....	751,729
Workmen's comp. ....	5,125,547
Liability (not auto) ....	3,673,991
Auto liability .....	9,172,716
Auto prop. damage .....	4,492,715
Auto phys. damage .....	2,738,864
Prop. dam. (not auto) ..	555,012
Fidelity .....	512,912
Surety .....	1,083,008
Glass .....	497,468
Burglary & theft .....	1,295,660
Boiler & machinery .....	133
Spec. war ind. re. (comp.)	300
Totals .....	31,124,430

Fireman's Fund—Assets, \$175,970,039, inc., \$14,690,491. Loss res., \$26,851,133. Unearned prem., \$55,878,694. Capital, \$10,000,000. Surplus, \$77,859,528, inc., \$7,695,599.	
Fire .....	24,375,436
Ext. coverage .....	4,193,461
Torn, wind, hail .....	186,597
Sprinkler & water dam. ....	128,808
Expl., riot, etc. ....	67,505
Earthquake .....	76,685
Crop-hall .....	1,095,720
Ocean marine .....	7,953,573
Inland marine .....	10,243,085
Misc. marine .....	524,437
Aircraft phys. dam. ....	166,092
Accident .....	79,771
Cal. UCD .....	3,023
Workmen's comp. ....	20,922
Liability (not auto) ....	61,562
Auto liability .....	1,184,618
Auto prop. damage .....	720,703
Auto phys. damage .....	9,218,351
Prop. dam. (not auto) ..	14,006
Fidelity .....	58,033
Surety .....	51,212
Glass .....	222
Burglary & theft .....	14,222
Wartime P.I. ....	32
Totals .....	60,433,161

Fireman's, D. C.—Assets, \$1,474,973, inc., \$88,898. Loss res., \$43,557. Unearned prem., \$572,177. Capital, \$300,000. Surplus, \$819,780, inc., \$21,084.	
Fire .....	290,245
Ext. coverage .....	89,247
Auto phys. damage .....	2,298
Excess catastrophe .....	9,285
Totals .....	322,496

Guarantee of N. A.—Assets, \$2,511,787, inc., \$279,039. Loss res., \$135,736. Unearned prem., \$615,889. Capital, \$400,000. Surplus, \$1,689,089, inc., \$51,346.	
Fidelity .....	127,949
Surety .....	382,833
Totals .....	510,782

Hardware Mutual, Minn.—Assets, \$16,748,770, inc., \$2,301,122. Loss res., \$1,180,561. Unearned prem., \$8,963,313. Surplus, \$5,023,493, inc., \$708,557.	
Fire .....	6,041,309
Ext. coverage .....	914,252
Torn, wind, hail .....	18,105
Sprinkler & water dam. ....	9,531
Expl., riot, etc. ....	333
Earthquake .....	7,135
Inland marine .....	198,003
Aircraft phys. dam. ....	3
Auto prop. damage .....	1,179,066
Auto phys. damage .....	1,994,934
Excess reinsur. ....	—39,773
Totals .....	10,322,898

Home F. & M.—Assets, \$38,415,235, inc., \$3,111,436. Loss res., \$6,709,582. Unearned	
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Premiums	Losses
Earned	Incurred
prem., \$13,969,673. Capital, \$2,000,000. Surplus, \$14,771,591, inc., \$1,778,415.	
Fire .....	6,093,859
Ext. coverage .....	1,048,365
Torn, wind, hail .....	46,649
Sprinkler & water dam. ....	30,952
Expl., riot, etc. ....	16,876
Earthquake .....	19,171
Crop-hall .....	273,930
Ocean marine .....	1,988,393
Inland marine .....	2,560,771
Misc. marine .....	131,109
Aircraft phys. dam. ....	41,523
Accident .....	19,942
Cal. UCD .....	755
Workmen's comp. ....	5,230
Liability (not auto) ....	15,390
Auto liability .....	296,154
Auto prop. damage .....	180,175
Auto phys. damage .....	2,304,587
Prop. dam. (not auto) ..	3,520
Fidelity .....	14,508
Surety .....	12,803
Glass .....	55
Burglary & theft .....	3,555
Wartime P.&I. ....	8
Totals .....	15,108,290

Ins. Co. of Texas—Assets, \$1,398,928, inc., \$470,922. Loss res., \$199,461. Unearned prem., \$604,984. Capital, \$200,000. Surplus, \$311,064, dec., \$14,394.	
Fire .....	59,426
Ext. coverage .....	26,118
Expl., riot, etc. ....	30
Inland marine .....	3,476
Workmen's comp. ....	142,202
Liability (not auto) ....	15,595
Auto liability .....	379,446
Auto prop. damage .....	190,799
Auto phys. damage .....	916,877
Prop. dam. (not auto) ..	5,339

Premiums	Losses
Earned	Incurred
Surety .....	777
Glass .....	220
Burglary & theft .....	698
Totals .....	1,741,003

Minnesota Farmers Mutual—Assets, \$3,478,937, inc., \$805,169. Loss res., \$104,780. Unearned prem., \$1,088,648. Surplus, \$1,874,730, inc., \$358,962.	
Fire .....	684,070
Ext. coverage .....	175,973
Torn, wind, hail .....	20,371
Sprinkler & water dam. ....	10
Expl., riot, etc. ....	26
Earthquake .....	1
Crop-hall .....	217,841
Inland marine .....	4,558
Auto phys. damage .....	8
Farm windstorm .....	1,975,117
Catastrophe reins. ....	—71,853
Excess of loss reins. ....	—20,541
Totals .....	2,985,583

Nodak Mutual—Assets, \$919,641, inc., \$288,942. Loss res., \$118,055. Unearned prem., \$207,666. Surplus, \$396,719, inc., \$141,587.	
Farm medical .....	8,908
Auto medical .....	39,430
Employers liab. ....	4,144
Liability (not auto) ....	8,188
Auto liability .....	115,962
Auto prop. damage .....	65,321
Auto phys. damage .....	276,556
Prop. dam. (not auto) ..	6,921
Farm fire & theft .....	7,137
Glass .....	8,766
Farmer's reimb. ....	1,273
Auto fire & theft .....	28,812
Auto comprehensive .....	73,903
Livestock .....	3,590
Totals .....	648,917

Rural Mutual Cas.—Assets, \$1,706,325, inc.,	
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Premiums	Losses
Earned	Incurred
\$320,732. Loss res., \$486,111. Unearned prem., \$568,300. Surplus, \$393,854, inc., \$111,021.	
Health .....	3,641
Liability (not auto) ....	178,592
Auto liability .....	617,119
Auto prop. damage .....	226,910
Auto phys. damage .....	581,896
Prop. dam. (not auto) ..	22,010
Phy. damage (not auto) ..	18,134
Totals .....	1,648,515

Security Mutual Cas.—Assets, \$15,730,482, inc., \$821,736. Loss res., \$5,440,971. Unearned prem., \$2,113,157. Surplus, \$6,116,009, dec., \$494,550.	
Fire .....	954
Ext. coverage .....	335
Torn, wind, hail .....	3
Personal prop. floater ..	150
Accident .....	4,403
Group A. & H. ....	13,669
Workmen's comp. ....	2,988,734
Liability (not auto) ....	283,142
Auto liability .....	701,426
Auto prop. damage .....	207,070
Auto phys. damage .....	53,579
Prop. dam. (not auto) ..	35,806
Fidelity .....	129,166
Surety .....	179,965
Burglary & theft .....	32,069
Boiler & machinery .....	302,847
Totals .....	4,933,324

Standard Mutual Cas., Ill.—Assets, \$915,045, inc., \$39,021. Loss res., \$221,144. Unearned prem., \$243,191. Surplus, \$424,386, inc., \$59,570.	
Liability (not auto) ....	437
Auto liability .....	206,560
Auto prop. damage .....	145,183
Auto phys. damage .....	188,272
Totals .....	538,453

Tenn. Farmers — Assets, \$902,935, inc.,	
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## PROVIDENT PROGRESS

During 1950

Accident and Health Premium

Income increased . . . . . \$ 3,837,015

Life Insurance in Force gained . . . \$180,253,501

Accident &amp; Health Premiums

1930 \$4,539,685.00

1940 \$7,489,012.63

\$28,254,322.38

1950

Life Insurance in Force

1930 \$54,603,238.00

1940 \$147,731,804.00

\$765,024,566.00

1950

An outstanding record by  
an outstanding agency force



PROVIDENT LIFE &amp; ACCIDENT INSURANCE COMPANY

CHATTANOOGA

protecting provident people since 1887

Premiums Earned	Losses Incurred
\$296,352. Loss res. \$348,685. Unearned prem., \$231,102. Capital, \$105,000. Surplus, \$191,956, decr., \$9,605.	
Auto liability .....	384,732 227,355
Auto prop. damage .....	199,618 181,160
Auto phys. damage .....	242,212 99,068
Totals .....	826,562 507,583

Premiums Earned	Losses Incurred
United Benefit Fire—Assets, \$1,806,342, incr., \$8,338. Loss res. \$104,515. Unearned prem., \$715,398. Capital, \$500,000. Surplus, \$326,037, decr., \$226,442.	
Fire .....	348,499 151,880
Ext. coverage .....	173,138 151,079
Torn, wind, hail .....	6,645 2,669
Sprinkler & water dam. ....	218 .....
Expl., riot, etc. ....	40 .....
Earthquake .....	14 .....
Auto liability .....	2,320 .....
Auto prop. damage .....	1,567 .....
Auto phys. damage .....	4,536 .....
Totals .....	536,981 306,593

Premiums Earned	Losses Incurred
Unity Fire & General—Assets, \$3,949,619, incr., \$814,868. Loss res. \$370,366. Unearned prem., \$1,768,418. Capital, \$500,000. Surplus, \$1,619,536, incr., \$588,107.	
Fire .....	1,281,401 581,514
Ext. coverage .....	153,192 146,262
Torn, wind, hail .....	7,009 6,435
Sprinkler & water dam. ....	9,111 2,428
Expl., riot, etc. ....	4,930 .....
Earthquake .....	7,121 .....
Inland marine .....	16,393 12,001
Aircraft phys. dam. ....	21 .....
Auto phys. damage .....	25,035 9,629
Totals .....	1,506,217 763,194

Premiums Earned	Losses Incurred
Urbane Fire—Assets, \$4,516,484, incr., \$501,350. Loss res. \$547,890. Unearned prem., \$2,679,770. Statutory deposit, \$250,000. Surplus, \$1,150,915, incr., \$244,322.	
Fire .....	1,770,578 825,245
Ext. coverage .....	289,382 249,841
Torn, wind, hail .....	14,141 12,902
Sprinkler & water dam. ....	8,171 2,557
Expl., riot, etc. ....	4,505 2,208
Earthquake .....	17,160 —10
Inland marine .....	3,333 .....
Aircraft phys. dam. ....	59 .....
Auto phys. damage .....	80,121 29,486
Totals .....	2,187,454 1,122,232

Premiums Earned	Losses Incurred
Utica Mutual—Assets, \$32,926,281, incr., \$968,177. Loss res. \$13,115,001. Unearned prem., \$7,257,091. Surplus, \$7,248,422, incr., \$624,638.	
Accident .....	25,078 2,739
Group A. & H. ....	94,834 65,090
Workmen's comp. ....	6,769,202 3,615,256
Liability (not auto) .....	622,061 190,765
Auto liability .....	5,822,454 2,718,946
Auto prop. damage .....	2,773,122 1,221,451
Auto phys. damage .....	761,995 291,347
Prop. dam. (not auto) .....	207,764 104,189
Glass .....	55,397 37,581
Burglary & theft .....	54,663 22,557
Totals .....	17,186,574 8,269,925

Premiums Earned	Losses Incurred
Utiles Mutual, N. Y.—Assets, \$5,510,467, incr., \$524,210. Loss res. \$3,709,375. Unearned prem., \$106,566. Surplus, \$1,237,104, decr., \$549,520.	
Workmen's comp. ....	1,703,118 1,816,865

Premiums Earned	Losses Incurred
Vermont Mutual Fire—Assets, \$2,022,902, incr., \$148,749. Loss res. \$108,221. Unearned prem., \$1,065,739. Surplus, \$794,347, decr., \$17,170.	
Fire .....	1,076,767 360,250
Ext. coverage .....	54,120 171,062
Torn, wind, hail .....	278 10,729
Sprinkler & water dam. ....	100 .....
Inland marine .....	14 28
Motor vehicles .....	187,447 77,038
Totals .....	1,318,726 619,107

Premiums Earned	Losses Incurred
Vigilant—Assets, \$8,376,399, incr., \$574,226. Loss res. \$1,009,658. Unearned prem., \$1,499,621. Capital, \$1,000,000. Surplus, \$4,869,786, incr., \$412,369.	
Fire .....	321,907 141,350
Ext. coverage .....	61,406 42,205
Torn, wind, hail .....	1,826 2,216

Premiums Earned	Losses Incurred
Sprinkler & water dam. ....	3,591 998
Expl., riot, etc. ....	588 1
Earthquake .....	376 379
Ocean marine .....	873,268 344,810
Inland marine .....	254,322 99,658
Personal prop. floater .....	46,082 22,878
Aircraft phys. dam. ....	25,947 8,892
Accident .....	10,477 3,094
Workmen's comp. ....	3,601 2,718
Liability (not auto) .....	11,029 3,960
Auto liability .....	149,658 52,573
Auto prop. damage .....	70,545 36,379
Auto phys. damage .....	506,830 190,100
Prop. dam. (not auto) .....	2,075 671
Burglary & theft .....	1 .....
Totals .....	2,346,537 952,889

Premiums Earned	Losses Incurred
Virginia Surety—Assets, \$2,548,169, incr., \$157,315. Loss res. \$945,732. Unearned prem., \$376,453. Capital, \$500,000. Surplus, \$818,406, incr., \$56,624.	
Auto prop. damage .....	911,384 583,822
Auto phys. damage .....	510,448 293,476
Auto phys. damage .....	—163 .....
Surety .....	62 .....
Totals .....	1,421,894 877,135

Premiums Earned	Losses Incurred
Western National—Assets, \$11,808,591, incr., \$1,256,976. Loss res. \$1,204,785. Unearned prem., \$6,187,343. Capital, \$1,000,000. Surplus, \$3,456,313, incr., \$96,576.	
Fire .....	3,506,167 1,581,074
Ext. coverage .....	574,594 377,056
Torn, wind, hail .....	14,393 49,254
Sprinkler & water dam. ....	19,789 6,907
Expl., riot, etc. ....	10,816 9,982
Earthquake .....	6,936 13
Ocean marine .....	11,538 9,595
Inland marine .....	194,538 149,552
Aircraft phys. dam. ....	178 .....
Accident .....	155 .....
Workmen's comp. ....	357 233
Liability (not auto) .....	340 205
Auto liability .....	1,168 701
Auto prop. damage .....	341 .....
Auto phys. damage .....	1,236,211 509,580
Prop. dam. (not auto) .....	71 .....
Fidelity .....	1 .....
Glass .....	9 .....
Burglary & theft .....	246 .....
Boiler & machinery .....	75 .....
Totals .....	5,577,934 2,694,156

Premiums Earned	Losses Incurred
Western States Mutual Auto—Assets, \$1,237,060, incr., \$166,026. Loss res. \$324,851. Unearned prem., \$481,107. Surplus, \$235,242, incr., \$33,955.	
Accident .....	231 19
Auto liability .....	330,632 103,610
Auto prop. damage .....	239,199 117,947
Auto phys. damage .....	428,505 179,616
Medical payments .....	37,639 22,967
Totals .....	1,036,197 424,159

Premiums Earned	Losses Incurred
Wolverine—Assets, \$6,374,445, incr., \$625,347. Loss res. \$1,127,720. Unearned prem., \$2,595,724. Capital, \$500,000. Surplus, \$1,556,944, incr., \$427,280.	
Workmen's comp. ....	8,555 3,551
Liability (not auto) .....	146,209 17,977
Auto liability .....	1,381,395 532,223
Auto prop. damage .....	1,165,241 610,408
Auto phys. damage .....	2,263,081 836,052
Prop. dam. (not auto) .....	55,655 8,957
Glass .....	52,686 20,973
Burglary & theft .....	69,229 19,432
Auto medical .....	217,784 91,828
Other medical .....	20,915 9,359
Trailer homes .....	100,042 40,266
Totals .....	5,480,792 2,191,026

Premiums Earned	Losses Incurred
Yorkshire Indemnity—Assets, \$5,493,732, decr., \$399,217. Loss res. \$1,962,479. Unearned prem., \$1,510,327. Capital, \$750,000. Surplus, \$1,513,278, decr., \$64,726.	
Group A. & H. ....	1,168 65
Workmen's comp. ....	437,892 209,404
Liability (not auto) .....	314,553 197,906
Auto liability .....	928,521 542,884
Auto prop. damage .....	496,749 282,054
Auto phys. damage .....	15,643 9,457
Prop. dam. (not auto) .....	39,149 12,523
Fidelity .....	49,463 17,221

Premiums Earned	Losses Incurred
Surety .....	175,232 —8,802
Glass .....	146,046 70,020
Burglary & theft .....	285,799 145,718
Totals .....	2,890,200 1,480,454
Yorkshire—Assets, \$6,152,330, incr., \$420,802. Loss res. \$479,205. Unearned prem., \$3,105,671. Capital deposit, \$250,000. Surplus, \$2,425,896, decr., \$37,143.	
Fire .....	1,759,342 788,051
Ext. coverage .....	297,964 225,670
Sprinkler & water dam. ....	4,811 949
Torn, wind, hail .....	15,859 12,110
Expl., riot, etc. ....	967 50
Earthquake .....	5,363 139
Inland marine .....	—59 —2,868
Aircraft prop. dam. ....	5 .....
Auto phys. damage .....	560,314 204,957
Totals .....	2,644,569 1,229,061

Premiums Earned	Losses Incurred
Fire .....	1,759,342 788,051
Ext. coverage .....	297,964 225,670
Sprinkler & water dam. ....	4,811 949
Torn, wind, hail .....	15,859 12,110
Expl., riot, etc. ....	967 50
Earthquake .....	5,363 139
Inland marine .....	—59 —2,868
Aircraft prop. dam. ....	5 .....
Auto phys. damage .....	560,314 204,957
Totals .....	2,644,569 1,229,061

## To Use Written Agent Licensing Exams in Conn.

The Connecticut department commencing June 4 will use new written examinations for agents' licenses. These will be of the multiple choice answer type.

The department will retain its four basic examinations for fire and allied lines, casualty, A. & H., and life. No tests will be given of applicants for a travel accident ticket or baggage agents' license.

A syllabus on the subjects to be covered in the new examination has been prepared by the department. Each examination will contain approximately 100 questions and require about two hours to complete. Commissioner Allyn has announced that the question and answer booklet published and sold by the department for the past five years, will not be available after the present supply is exhausted.

Night study courses to assist applicants will be given by the University of Connecticut. They will also be available to those already licensed. It is planned to run the courses over a five-week period.

## Plan Big Seattle Session

King County Insurance Assn. at a meeting March 27 at Seattle will hear a report on insurance legislation enacted by the 1951 legislature, made by Robert D. Williams, association counsel.

W. D. Yerkes, rate supervisor for the Washington department, will talk on the department's new checking system in connection with the casualty experience and schedule rating plans. Robinson C. Jenner, a member of the association's fire contact committee, will discuss some of the subjects which have been placed on the agenda for the Washington contact committee meeting with the Washington advisory committee at San Francisco, April 4.

Officers of state and local associa-

tion will outline their stand with respect to the commission question which is to be decided at the April 16-18 meeting of the National association at New York City. The association is backing a resolution adopting a "hands off" policy with respect to commissions.

## Carter Succeeds Brewer in Duluth Loss Post

Western Adjustment announces that Manager L. C. Brewer of Duluth has requested relief from his managerial duties. He will be succeeded as manager by Assistant Manager W. L. Carter.

Mr. Brewer started at Duluth in 1929 and was appointed manager in 1935. He will continue to be attached to the Duluth office with the title of general adjuster, and his counsel and assistance will be available for special assignments.

Mr. Carter joined Western Adjustment in 1940 and has been continuously attached to the Duluth office.

## Aid Members in Uniform

New Orleans Insurance Exchange has adopted resolutions similar to those that were put into effect in 1942, with reference to members that are called into military service. Dues are to be suspended and provision is made for approval of operating arrangements that might not otherwise fully meet the requirements of the exchange.

## Maguire at Corpus Christi

At a joint meeting of Corpus Christi (Tex.) Insurance Exchange, Insurance Women of Corpus Christi, and Corpus Christi piddle of the Blue Goose, Jack R. Maguire, Austin, director of public relations of Texas Insurance Advisory Assn., spoke on the importance of building public good will through giving insurance buyers information concerning developments in the business.

## Bosses Night



Officers of Insurance Women of Cleveland at annual bosses' night dinner: Agnes K. Lynch, Underwriters Adjusting, vice-president; Christine Buchwald, Watt insurance agency, second vice-president National Assn. of Insurance Women, and Janet S. Flickinger of Flickinger & Co., president.

The Cleveland gathering was attended by 254. Notables present included Superintendent Walter Robinson of Ohio, Deputy Superintendent August Pryatel, Warden L. U. Jeffries of the insurance department; Laura Young, president of Toledo Women's Assn.; Mr. and Mrs. Arber Huber of Possibilities Unlimited, which aid physically handicapped persons in securing employment. The Cleveland Insurance Women gave a check for \$1,200 to Mr. and Mrs. Huber for this work.

# The

## CELINA MUTUAL

### CASUALTY COMPANY

Celina, Ohio

Strictly an Agency Company

## FOR ACTION THAT BRINGS SATISFACTION

A Progressive Company  
for Aggressive Agents

COMPLETE AUTOMOBILE  
COVERAGE  
GARAGE LIABILITY

AFFILIATED  
WITH  
The  
NATIONAL MUTUAL  
INSURANCE COMPANY  
Celina, Ohio  
Fire, Inland Marine  
Allied Lines

Selling Tools for any  
Selling Task

GENERAL LIABILITY  
GLASS  
BURGLARY AND ROBBERY

## Faulkner Headline

E. J. men Cer tor of a New Yo ers at th surance A. & Chicago Baldwin, mittee a Security Mr. F. of H. & present a situation made in tion of s

Mr. I Ordinary H." will tered the ago. The r gram with cussions forums.

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## Move

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## Enters

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## Faulkner, Dunning to Be Headliners at A. & H. Rally

E. J. Faulkner, president of Woodmen Central, and J. D. Dunning, director of accident and sickness sales of New York Life, will be the main speakers at the opening session of Life Insurance Agency Management Assn.'s A. & H. spring meeting April 9-10 at Chicago. Presiding will be Lyman C. Baldwin, chairman of the A. & H. committee and agency vice-president of Security Life & Accident.

Mr. Faulkner, who is also president of H. & A. Underwriters Conference, will present an over-all picture of the agency situation and tell how progress can be made in improving the combined operation of selling life and A. & H.

Mr. Dunning's speech, "A Strictly Ordinary Company Contemplates A. & H.," will tell how New York Life entered the A. & H. field a few months ago.

The remainder of the two-day program will concentrate on general discussions in the form of panels and forums.

## Auto-Owners in New Home

LANSING—Auto-Owners has moved into its \$1,250,000 new home office building here at Kalamazoo and Townsend streets. Some mechanical operations already were being conducted in the new location but files and records were moved during the past week and all 275 home office executives and employees are now quartered in the new structure. The company had been occupying space in five separate locations throughout Lansing. It also owns a large office building in Detroit.

A formal opening and open house at the new building is being planned in May to coincide with the company's 35th anniversary.

## Move at Philadelphia

Great American group is moving its Philadelphia offices to 926 Public Ledger building, April 2. The companies are moving from their own building at 110 South Fourth street, which is to be razed as part of the Independence Hall area project. Insurance men will associate the old building with County Fire of Philadelphia which, incorporated in 1832, subsequently became affiliated with Great American, and continued as a member of that organization until it was merged in 1948.

## New Office at Los Angeles

United Pacific has opened a new Wilshire division office at Los Angeles. At the formal opening March 15, Ben B. Ehrlichman, chairman; Stanley N. Minor, chairman of the executive and finance committees; J. W. Reynolds, president; H. L. Baird, executive vice-president; and Thomas C. Sterne, vice-president, were on hand.

## La Salle Promotes Three

La Salle Casualty of Chicago has elected Richard D. Slott 1st vice-president and director of agencies for the A. & H. department. Other new officers are Robert C. Christopher, vice-president, casualty department, and Robert F. Janis, vice-president claim department.

## Enters Casualty Field

MIAMI—American Title & Insurance and Equity General, affiliated institutions of Miami, are entering the casualty field with the issuance of automobile combination policies.

Until now the companies have operated in the fire and title insurance fields only.

Freeland R. Cameron, vice-president and controller, will be in charge of the casualty underwriting department. Mr. Cameron was with American Surety 15 years, and was assistant manager of its automobile underwriting department.

Rules and rates of National Bureau

of Casualty Underwriters will be observed.

Manager W. E. Hankins of the claims department will have jurisdiction over casualty as well as physical damage claims.

## Briggs with Hawaii Bureau

Mark A. Briggs, formerly administrative assistant and later examiner for the Hawaiian department, has been appointed to the staff of Hawaii Casualty & Surety Rating Bureau and also has been elected assistant manager of Hawaii assigned risk plan.

## State Farm Mich. Rally

About 200 representatives of the State Farm companies attended a state convention at Lansing, Mich. L. S. Kelehan, Iowa state director, and M. G. Fuller, executive vice-president of the life company, were featured speakers. In a panel discussion on "Multiple Line Production," four representatives led discussions of automobile, fire and life business and agency work as a career.

## T. P. Lowe Executive Veep

T. Parker Lowe, former vice-president, has been elected executive vice-president of Anchor Casualty. He attended University of Pennsylvania business school and since 1933 has been with Anchor. Prior to his transfer to the home office in 1950 he was vice-president in charge of the coast department at Los Angeles.

## Casualty Units Join E.U.A.

Employers Liability and American Employers have joined Eastern Underwriters Assn.

## Postpone Accountants' Dinner

The dinner meeting of Insurance Accountants Assn. of Chicago, which was scheduled for March 22, has been postponed until March 29. The speaker is Guy Ferguson, head of a Chicago insurance personnel agency.

## New W.C. Pamphlets Issued

A new edition of the North Dakota, Ohio and Oklahoma workmen's compensation law pamphlets, incorporating recent major amendments, has been published by Assn. of Casualty & Surety Companies.

## Ohio Surplus Line Bill

The Ohio house has passed the bill to increase the kinds of insurance which may be handled under the surplus line brokers law.

## Sets Up Self-Insurance Fund

The Winnebago county board of supervisors, Oshkosh, Wis., has set up a self-insurance fund of \$30,000 by appropriating \$10,000 annually and then maintaining that figure, to cover its own workmen's compensation risk. Workmen's compensation act payment schedules are to be followed. Commercial policies expire April 1.

## Region 1 Ladies Plan Meeting

The "Golden Opportunity Conference" of region 1 of National Assn. of Insurance Women will be conducted at Pittsburgh March 30-April 1. Education will be stressed in three panel discussions participated in by company men and members of Insurance Women of Pittsburgh. Toastmaster at the banquet will be George F. Avery, manager for U.S.F. & G. Mayor D. L. Lawrence of Pittsburgh and Deputy Commissioner Ralph H. Alexander will extend greetings. Charles H. Kahrs, London Assurance, will speak briefly as president of Insurance Club of Pittsburgh.

James H. Hickerson, who has been general counsel and special agent of Jack Cage & Co., insurance managers of Dallas, for the past year, has entered active military duty as a lieutenant colonel in the air force reserve and

commanding officer of the 443rd maintenance and supply group. Prior to going with Jack Cage & Co., he was with the law firm of Irion, Cain, Bergman & Hickerson.

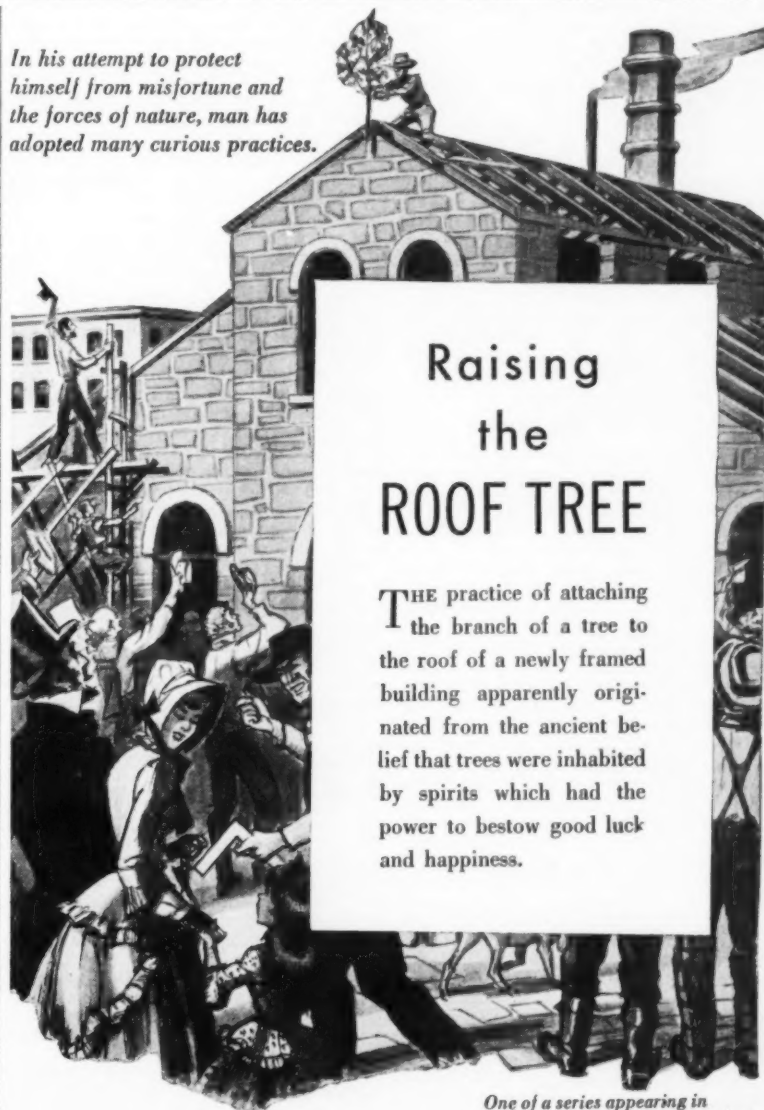
JOHN A. GIBSON, 57, retired manager of Travelers Fire at Richmond, died at his home there.

James J. Simons, recently with the Mourer agency at Lansing, Mich., has become a partner in the Harry LeBuda agency, which becomes LeBuda & Simons.

Mr. Simon is secretary and Mr. LeBuda vice-president of Lansing Assn. of Insurance Agents.

Arthur C. Krausse, head of Arthur C. Krausse & Co., Lloyds representative at Los Angeles, addressed the insurance class of the University of California at Los Angeles, giving a history of Lloyds and how it operates.

The benefit card party sponsored by Insurance Women of St. Louis will be held March 30. The beneficiary this year will be Missouri's Boys Town at St. James, Mo.



## Raising the ROOF TREE

THE practice of attaching the branch of a tree to the roof of a newly framed building apparently originated from the ancient belief that trees were inhabited by spirits which had the power to bestow good luck and happiness.

One of a series appearing in business and consumer magazines.

TODAY, businessmen, their architects and engineers specify CONTRACT BONDS for sure protection against loss due to non-completion of a contract. If you have a new project under consideration have our agent in your community arrange this vital protection for you. Call him before your specifications are drawn up!

## AMERICAN SURETY GROUP

AMERICAN SURETY COMPANY  
NEW YORK CASUALTY COMPANY  
SURETY FIRE INSURANCE COMPANY

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## Firm, Sans Bond, Is in Receivership

A Salisbury, Md., firm recently filed a petition of receivership in the Wicomico county court after the general manager stripped it of an estimated \$22,000 over a short period of time. The Salisbury Kaiser-Frazer Co., owned by Mr. and Mrs. James B. Adkins, had received ample warning of the general manager's misconduct, according to M. W. Snow, accountant, who was called in to go over the books.

Clarence Disharoon, the general manager, and his wife left town suddenly Jan. 13. When company employees returned to work Monday they found three new automobiles missing. A frantic check revealed petty cash, endorsed checks, and other assets missing.

Mr. Snow's study of the company's books revealed that Disharoon began operations in October, stepped up his pace in December, and had reaped \$11,400 the day before he disappeared. That day he sold three new automobiles to a Norfolk, Va., dealer for \$3,600. He cashed two company checks and a personal check signed by Mr. Adkins—Mr. Adkins had conveniently left the "pay to the order of" blank unfilled. During this period he refinanced two automobiles and kept the cash, according to Mr. Snow's findings.

### Company Pays for Dog Leash

He cleared out all assets in the company's safe. He took deposits on new cars left in the safe by customers. He even paid personal bills with checks drawn on the company, including \$125 worth of toys and a dog leash.

Disharoon had been warned away from the company's petty cash at a board of directors meeting. He had been replacing these small withdrawals with IOU's, according to Mr. Adkins.

At this point Mr. Snow was called in to check the firm's books. When Snow appeared, Disharoon sent the firm's bookkeeper to neighboring towns and kept her busy on many pretexts to keep Mr. Snow from the books.

After Disharoon had stalled Mr. Snow for a while he instigated the Salisbury Kaiser-Frazer Co. directors to fire the accountant because he didn't do his job. Mr. Snow said prior to this action he had suggested Disharoon be required to post bond.

Now the Salisbury Kaiser-Frazer Co. is in receivership. Mr. and Mrs. Disharoon are at large. Disharoon had destroyed all photographs that could be used for identification. A 13-state police search failed to locate them. A full-time private detective lost all traces of him in Washington.

### Canavan Dies Hard

Rep. H. W. Canavan of Revere, during the course of a hearing at the state house, demanded a legislative investigation of the campaign by insurance companies in Massachusetts to defeat the flat rate compulsory automobile insurance referendum last November. He said the committee for community automobile rates reported expenditures of about \$390,000. Canavan was the one that spearheaded the campaign for the flat rate.

E. C. Connelly of American Mutual Alliance said that every action taken by the insurance companies in the campaign was entirely in conformity with the law and that some facts were filed by the companies that were not required by law.

### Promote Auto "Comp" in N. Y.

WMCA, New York radio station, is sponsoring a series of broadcasts each Monday for five weeks, giving license numbers of drivers that station staff men have observed exceeding speed limits or violating other traffic laws in New York City. In addition the program will carry sound recorder reports

of interviews with accident victims and mothers of children killed or maimed.

Object is to beat the drum for a motor vehicle compensation law in New York, something in which Nathan Straus, president of the radio station, appears to be personally interested. Several bills embodying such legislation lost in the legislative session just closed.

## Compensation Benefits in N. M. Materially Increased

ALBUQUERQUE—Casualty people in New Mexico are well satisfied with the work of the recently ended session of the legislature, according to Thomas J. McCaffrey, secretary of Mountain States Mutual Casualty, of which Senator Clinton P. Anderson is president. This applies to both bills that were passed and those that were killed.

One of the bills that passed increases workmen's compensation indemnities considerably. Weekly disability payments were upped from \$25 to \$30, and if disability lasts for four weeks the first seven days are paid for. Death benefits were increased and widows' payments were extended from 300 to 550 weeks. Minimum payments were raised from \$12 to \$17. Total permanent disability now pays \$30 per week for 550 weeks instead of \$25 for 300 weeks.

A left-handed reciprocity bill was passed under which non-resident brokers will continue to obtain a license in New Mexico for \$20 if the state from which they come also extends the same courtesy to New Mexico brokers.

A bill to compel payment of face value of fire policies and one that would have put the state into the fire insurance business to carry its own risks were killed.

A bill was passed which straightens out investment procedures for small mutuals. Formerly forced to place up to 65% of their investment funds in real estate, they can now buy approved stocks and bonds and use such investments for valuation purposes.

## Pennsylvania Bill to Allow A. & H. Benefits Increase

A Pennsylvania senate bill to clarify the powers of limited life companies would let them increase from \$45 to \$55 the weekly benefits of A. & H. policies and allow an additional benefit for hospital and medical expenses for any one sickness or accident not exceeding \$150.

Other pending bills would provide that casualty and surety premium rates be uniform throughout the state and require that goods placed in warehouses be insured against fire, prohibiting storage of uninsured goods.

A general hearing on all insurance legislation now before the senate insurance committee, open to all interested insurance people, has been scheduled for March 27. A number of departmental bills, containing what are described as "technical" changes in the insurance laws, are in the committee with the backing of the insurance department.

## Coordinating Group Meets

Educational programs, public relations and agents licensing were discussed at a meeting of Disability Insurance Coordinating Committee at Chicago. A subcommittee on education was appointed to study and report on A. & H. educational programs generally available to agents and companies.

A report on the American Medical Assn. advertising campaign showed that 100 companies, 50 agencies and five associations actively participated in the campaign last October by stepped-up advertising programs.

Scope of the committee, which has represented H. & A. Underwriters Conference and International Assn. of A. & H. Underwriters, was broadened to include representatives from Life Insurers Conference and National Assn. of Life Underwriters.

## St. Paul-Mercury, Agency Fined for Violating Wash. Experience Rating Plan

Commissioner Sullivan of Washington has fined St. Paul-Mercury Indemnity and Burwell & Morford, Seattle agency, for violation of the rate filing law in connection with the application of the new experience rating plan to a comprehensive liability policy covering the Seattle General hospital.

It was the first violation to receive official attention from the department since experience rating went into effect recently. A fine of \$500 was levied against St. Paul-Mercury and \$100 against Burwell & Morford.

The facts recited at a department hearing were that St. Paul-Mercury, through the agency, wrote the employer's liability coverage under the policy in question at 60% of manual rates. The filing of the company with the commissioner reveals that no such 60% provision existed and the filing merely stated that any risk of this type developing a premium of over \$1,000 would be submitted to the company for rating.

The company established a 38% credit after obtaining from the insured an oral statement as to losses. The company filing in effect at the time the risk was written required in connection with experience rating that the company's own experience, the experience of a self-insurer, or the experience of another company, should be used. Further, if the experience to be used was obtained from the insured, the statement would have to be signed by the said insured.

In connection with malpractice coverage, the company did not make a minimum charge of \$15 for the first 2,000 feet of exposed x-ray film as required by its filings. Limits of liability were written at rates not covered by the company's filings, as no filings in connection with excess limits of such amount had been submitted to the commissioner.

The finding was that St. Paul-Mercury violated the provisions of the insurance code in that it did not adhere to its rate filings and experience rating plan filed with the commissioner. It was held that Burwell & Morford failed to adhere to the insurer's rate filings.

The fines were imposed in lieu of suspension of the certificate of authority of the company and of the agency license of Burwell & Morford.

## N. Y. Financial Responsibility Law Limits Increased

(CONTINUED FROM PAGE 23)

employment neither unhealthful nor injurious, the employee shall not be deemed to be disabled during the period of withdrawal from the labor market. This is expected to do away with some old dermatitis cases.

Gov. Dewey has signed a bill exempting from license fees and some renewal license requirements, agents, brokers and independent adjusters discharged from service after June 25, 1950. This continues to July 1, 1952 provision for temporary license without examination of those absent in military service.

The legislature continued to Nov. 1, 1953 authorization for excess line brokers to secure liability policies in unauthorized insurers.

The bill is now law that permits the insurance superintendent to issue temporary permits up to 120 days to residents or non-residents to act as independent adjusters for authorized insurers. This would take care of situations like that following last Nov. 25, when the business is swamped with claims from a catastrophe.

## Subrogates Against Blue Cross

The appellate division of the New York supreme court at Albany has ruled that Associated Hospital Service of the Capital District must pay a \$317 hospital bill for Robert H. Moeller of

Troy, though Mr. Moeller was employed at the time of his injury and recovered compensation.

Mr. Moeller was awarded \$2,526 W. C. for hospital and medical expense. He sued New York Central Railroad, a train of which had injured him at the Ludlow Valve Co. in Troy where he worked. He recovered \$35,000 from the railroad. The state fund filed a lien for the amount of its compensation award. This Mr. Moeller repaid.

The Blue Cross organization contended that Mr. Moeller was not entitled to hospital expense since he was covered by w. c.

## Provide \$25,000 for N. Y. Compulsory Liability Study

The New York legislature has appropriated \$25,000 to study compulsory automobile liability insurance and unsatisfied judgments arising out of motor accidents. The study will be made by a joint legislative committee.

The legislature has also voted \$25,000 to study vehicle problems in general, and an additional \$35,000 for the joint legislative committee on insurance rates and regulation, which is headed by Sen. Condon, Yonkers Republican.

## Miami Board May Lose Dade County School Line

MIAMI—Although Greater Miami Insurance Board has not been officially notified of the action, Dade county school board has voted to drop the board as agent for insuring school property.

A similar action was adopted by the school board two years ago, and later rescinded.

Some members of the school board favor setting up some form of self-insurance. They are trying to have the required legislation incorporated into the proposed revised Florida insurance code.

"We know it will take several years to accumulate the required reserves," Milton Weiss, an attorney who is a member of the school board, declared, "but in the meantime I feel we can save \$50,000 a year in insurance costs by dealing with insurance firms individually. We want the best coverage for the least money, and I do not feel we have been getting it."

The insurance board will continue to handle insurance on existing buildings until its contract with the board ends this summer.

A recent ruling by the school board prohibiting solicitation in schools has alarmed members of the teachers' associations. They fear that this may be the first step in a board attempt to dictate or take over the teachers' group coverage.

## Conn. Fire in Casualty Field

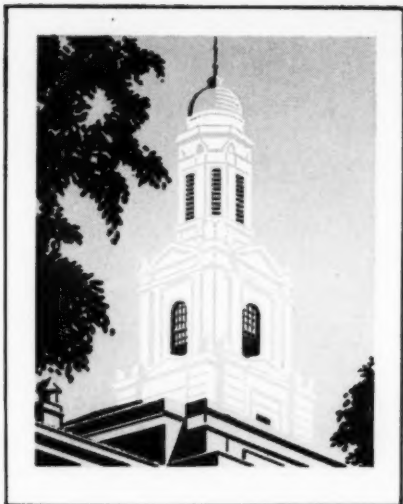
Connecticut Fire formally entered the casualty business with issuance of a policy to the Hartford Courant Co. The first casualty policy was formally issued by James L. Loomis, Jr., of the Goodwin, Loomis & Britton agency to Henry J. Conland, assistant treasurer and assistant secretary of the Courant. In attendance at the ceremony were Edward J. Martin, vice-president of Connecticut Fire, and S. Gray Tracy, state agent.

## Aetna Moves Detroit Office

Aetna Life group has moved into new offices in the Guardian building, Detroit. The new quarters house the F. E. McMahon agency of Aetna Life, which serves eastern Michigan, and the Detroit office of Aetna Casualty, of which John F. Horton is manager.

Fred A. Compton, vice-president and general sales manager of Detroit Edison, and Oscar L. Bard, president of Michigan Tool Co., have been elected directors of Michigan F. & M.





# Condensed Statements

## ÆTNA LIFE

### AFFILIATED COMPANIES

Hartford, Connecticut

Morgan B. Brainard, *President*

FINANCIAL CONDITION AS OF DECEMBER 31, 1950

#### Ætna Life Insurance Company

The premium income was \$316,948,847, an increase for the year of \$49,935,780.

Total insurance in force at the end of the year was \$9,374,382,305, an increase of \$1,187,529,505.

Assets were \$1,812,314,530, an increase for the year of \$169,539,975.

#### The Ætna Casualty and Surety Company

The premium income was \$90,526,044, an increase of \$3,807,012.

Assets were \$176,817,670, an increase of \$12,480,174.

#### The Automobile Insurance Company

The premium income was \$44,540,179, an increase of \$2,211,150.

Assets increased \$11,630,232 to \$80,896,454.

#### The Standard Fire Insurance Company

The premium income was \$7,323,761, an increase of \$884,449.

Assets increased \$2,058,215 to \$15,917,908.

#### All Companies

The total premium income during 1950 was \$459,338,831.

Paid to or for policyholders since organization, \$3,461,697,886.

#### ÆTNA LIFE INSURANCE COMPANY

Assets	\$1,812,314,530.42
Liabilities	1,665,200,309.41
Contingency reserve	\$58,700,000.00
Capital	20,000,000.00
Surplus	<u>68,414,221.01</u> \$ 147,114,221.01

#### THE ÆTNA CASUALTY AND SURETY COMPANY

Assets	\$ 176,817,670.01
Liabilities	122,880,195.46
Contingency reserve	\$12,500,000.00
Capital	6,000,000.00
Surplus	<u>25,437,474.55</u> \$ 53,937,474.55

#### THE AUTOMOBILE INSURANCE COMPANY

Assets	\$ 80,896,453.64
Liabilities	52,348,386.09
Contingency reserve	\$ 5,450,000.00
Capital	5,000,000.00
Surplus	<u>18,098,067.55</u> \$ 28,548,067.55

#### THE STANDARD FIRE INSURANCE COMPANY

Assets	\$ 15,917,908.07
Liabilities	9,765,233.06
Contingency reserve	\$ 950,000.00
Capital	1,000,000.00
Surplus	<u>4,202,675.01</u> \$ 6,152,675.01

LIFE AND CASUALTY  
ÆTNA LIFE INSURANCE COMPANY  
ÆTNA CASUALTY & SURETY COMPANY



FIRE AND MARINE  
AUTOMOBILE INSURANCE COMPANY  
STANDARD FIRE INSURANCE COMPANY

*The Ætna Life Affiliated Companies write practically every  
form of insurance and bonding protection*

# The Policy of Friendship



## Balance Sheet

ADMITTED ASSETS	*December 31, 1950
Cash in Office, Banks and Trust Companies	\$ 38,777,419.93
United States Government Bonds . . . . .	108,301,862.62
Other Bonds and Stocks . . . . .	175,820,027.95
Investment in The Home Indemnity Company . . . . .	6,878,161.00
Real Estate . . . . .	5,293,635.24
Agents' Balances or Uncollected Premiums, Less Than 90 Days Due . . . . .	19,766,198.65
Other Admitted Assets . . . . .	3,320,264.23
<b>Total Admitted Assets . . . . .</b>	<b>\$358,157,569.62</b>
<b>LIABILITIES</b>	
Reserve for Unearned Premiums . . . . .	\$153,821,812.00
Reserve for Losses and Loss Expenses . . . . .	40,775,253.00
Reserve for Taxes . . . . .	8,750,000.00
Liabilities under Contracts with War Shipping Administration . . . . .	1,218,246.31
Reinsurance Reserves . . . . .	1,334,793.53
Dividends Declared . . . . .	3,598,708.50
Other Liabilities . . . . .	5,417,599.74
<b>Total Liabilities Except Capital . . . . .</b>	<b>\$214,916,413.08</b>
Capital . . . . .	\$ 20,000,000.00
Surplus . . . . .	123,241,156.54
<b>Surplus as Regards Policyholders . . . . .</b>	<b>\$143,241,156.54</b>
<b>Total . . . . .</b>	<b>\$358,157,569.62</b>

\*NOTES: Bonds carried at \$5,799,756.96 Amortized Value and Cash \$80,000.00 in the above balance sheet are deposited as required by law. All securities have been valued in accordance with the requirements of the National Association of Insurance Commissioners. Assets and Liabilities in Canada have been adjusted to the basis of the free rate of exchange. Based on December 31, 1950 market quotations for all bonds and stocks owned, the Total Admitted Assets would be \$357,620,695.62 and the Surplus as Regards Policyholders would be \$142,704,282.54.

Every policy of The Home Insurance Company is a deeply personal document.

Each provides a shield of protection for some person's cherished possessions—perhaps your home, or car, or business. And each bears the mark of some Home Insurance representative's interest and efforts in behalf of the policyholder. In nearly every community from coast to coast, these members of the Home "family" are bringing protection to their clients and neighbors in an efficient, friendly way. And when and if fire or other adversity occurs, you'll find that this is a friendship of deeds—not words. Then your Home man carries out the promise of your policy—sees to it that you get fast and effective help.

This sincere, human approach to your insurance needs has given The Home the neighborly characteristics for which it is known. It has made of it a company which not only serves your community but is a part of it—a company of people rather than statistics.

The Home, in its truest sense, is the man who lives in your town and serves you—your Home representative and his companions in communities throughout the country. The accompanying figures are a report of their work for you and your neighbors in the year 1950.

Sincerely,

*James V. Smith*  
PRESIDENT

## Directors

LEWIS L. CLARKE Banker	CHARLES A. LOUGHIN Vice President & General Counsel	HENRY C. BRUNIE President, Empire Trust Company
*WILLIAM L. DEBOST Chairman, Union Dime Savings Bank	IVAN ESCOTT Vice President	HARRIS K. PARK President, First National Bank of Columbus, Ga.
GEORGE MCANENY Trustee, Title Guarantee & Trust Company	PERCY C. MADEIRA, JR. President, Land Title Bank & Trust Co.	BOYKIN C. WRIGHT Lawyer
HAROLD V. SMITH President	EARL G. HARRISON Lawyer	LEROY A. LINCOLN President, Metropolitan Life Insurance Company
FREDERICK B. ADAMS Chairman of Executive Committee, Atlantic Coast Line Railroad Co.	CHAMPION McDOWELL DAVIS President, Atlantic Coast Line Railroad Co.	THOMAS J. ROSS Senior Partner, Ivy Lee and T. J. Ross
ROBERT W. DOWLING President, City Investing Co.	WARREN S. JOHNSON President, Peoples Savings Bank & Trust Co. of Wilmington, N. C.	HENRY C. VON ELM President, Manufacturers Trust Company
GEORGE GUND President, Cleveland Trust Co.	ROGER W. BABSON Chairman of Board, Babson's Reports, Inc.	JOHN M. FRANKLIN President, United States Lines Co.
HAROLD H. HELM President, Chemical Bank & Trust Co.	ROBERT B. MEYER The Cord Meyer Company	LOU R. CRANDALL President, George A. Fuller Co.

\*Deceased January 18, 1951

# ★ THE HOME ★ Insurance Company

Home Office: 59 Maiden Lane, New York 8, N. Y.

FIRE • AUTOMOBILE • MARINE

The Home Indemnity Company, an affiliate, writes  
Casualty Insurance, Fidelity and Surety Bonds